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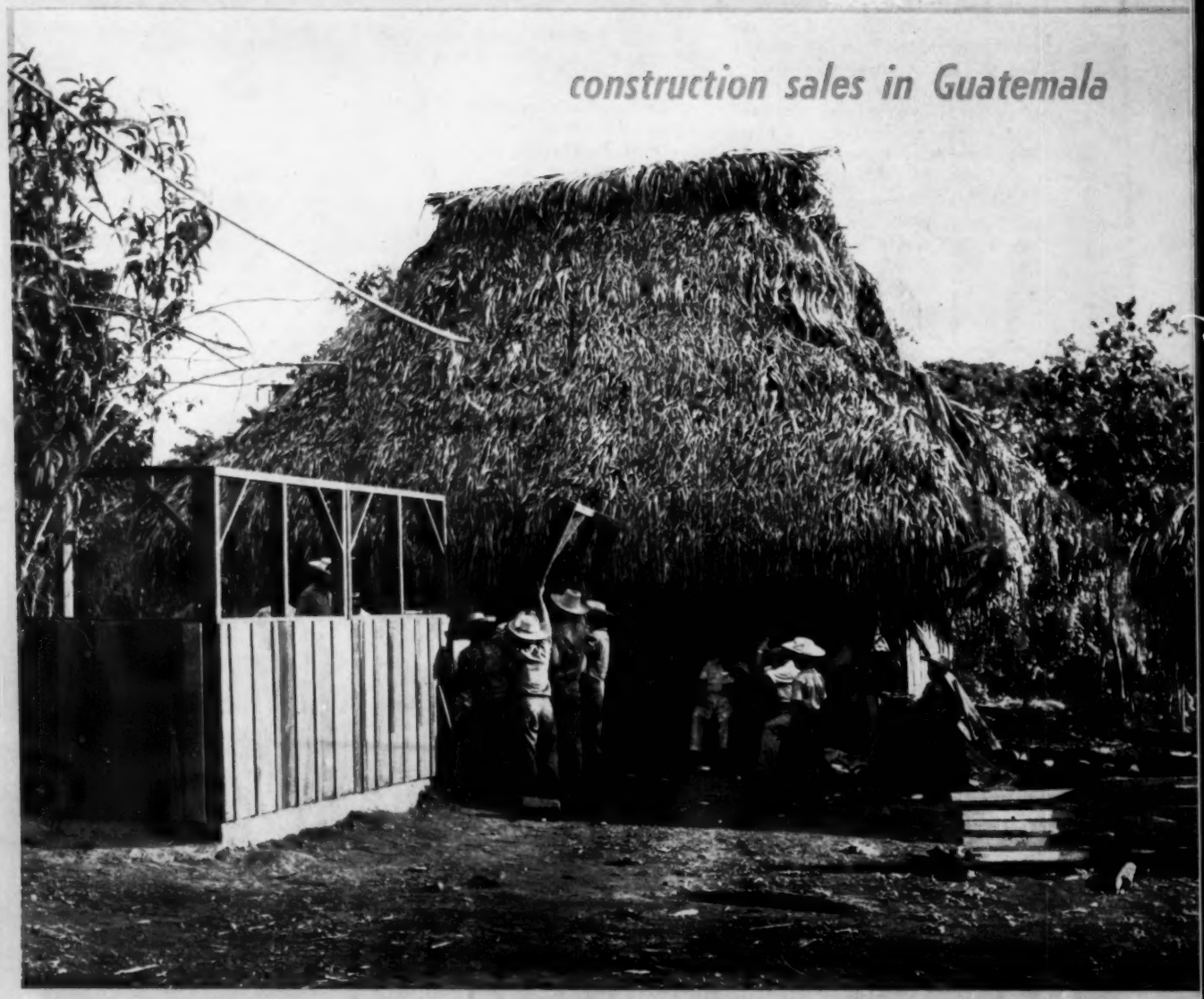

Business Bulletins *from around the world*

ARGENTINA—Government has announced that 100% prior deposit on imports will be eliminated, 20% emergency surcharge on imports of newsprint and raw materials for drugs will be removed, and 20% surcharge on other imports will be reduced or eliminated selectively beginning Sept. 1.

BURMA—Joint venture between Beatrice Foods of Chicago, several of its Asian affiliates, and Burma's Defense Services Institute to produce most Burmese requirements of sweetened condensed milk. U.S. firm to have 10% equity in $850,000 factory. Eighty percent of plant and machinery to come from U.S. but dried milk and butterfat probably from Australia or New Zealand. Malayan company leading contender for supply of present can requirements and for future erection of complementary tin can plant desired by Burma.

ECUADOR—Wheat quotas for crop year July 1, 1962-June 30, 1963 include 41,000 metric tons of imported wheat. Each local mill will not be given import license until full purchase of national wheat completed.

ETHIOPIA—Trans World Airlines awarded $3.1 million contract for supply of jet aviation equipment to Ethiopia under AID development loan agreement. Recently signed Investment Guaranty Agreement will enable U.S. to insure new American investments in Ethiopia against inconvertibility, expropriation and other risks which may be mutually agreed upon.

FRANCE—Large German company, Robert Bosch, Stuttgart, and French companies, Precision Mecanique Labinal and Les Ateliers de Construction Lavalette, Paris, have agreed to create common subsidiary for manufacture of fuel-injection diesel engines.

JAPAN—Preliminary July figures show exports valued at $436.3 million and imports at $460.7 million, increase of $25.9 million in exports and decrease of $4 million in imports from previous month's revised figures.

KOREA — Government announces that effective January 1, 1963, metric system will be used.

PAKISTAN—Country's largest bicycle plant, in Lahore, West Pakistan, expected to produce by November. To have annual production capacity of 150,000 bicycles and provide employment for about 8,000 people. Project cost, about $6.3 million.

Industrial Development Bank of Pakistan has sanctioned loans for establishment of manufacturing plants: In West Pakistan, for agricultural tool and implement plant, chemical plant, and two printing and publishing establishments; in East Pakistan, two cold-storage plants, cotton netting plant, and umbrella rib factory.

The East Pakistan Industrial Development Corporation proposes to double new Fenchuganj fertilizer plant capacity. Present capacity, 117,000 tons of urea fertilizer yearly.

PHILIPPINES—Philippine Association has announced formation of new corporation, International Electric Appliances Co., Inc., by General Electric Co. and Del Rosario Brothers Industries, Inc. for manufacture of GE household appliances in Philippines. Board Chairman said company would consider eventual export of its products to other Southeast Asian countries.

Farbenfabriken Bayer A.G., West Germany, and Allied Manufacturing & Trading Co. (AMATCO), Philippines, have announced joint venture establishing two corporations in Philippines: Bayer Philippines, Inc. and FBA Pharmaceuticals, Inc. Bayer Philippines will market varied industrial and agricultural chemical products of German firm, while FBA will manufacture certain products locally. Sixty percent of firms' holdings will be controlled by Filipinos, 40% in German hands.

Shell Refining Co. (Philippines), Inc., has inaugurated 25,000 barrel per day refinery on Batangas coast, giving Philippines its third refinery and total refining capacity of 75,000 barrels—about equal to current rate of consumption. Overall ownership 75% British and Dutch, and 25% Filipino. Fourth refinery of 17,000 barrel capacity being constructed by Filoil and is expected to be in operation by end of year. Caltex and Esso also operate refineries in Philippines.

SOMALI — Government accepting tenders for automatic telephone exchange system for Mogadiscio. Details available from Secretary of Tender, Mogadiscio.

Somali Government has signed protocols with Soviet Union for construction of meat canning, fish canning and milk processing plants, under terms of $44 million development credit previously signed.

TAIWAN—Glass container factory owned by Young Brothers of California will begin production early September. Plant, American-designed and equipped, has annual capacity of 40 million bottles and jars, 90% to be sold in Taiwan.

Mobil (China) Allied Chemical Industries, Ltd., one of largest Sino-American enterprises in Taiwan, has begun construction of $22.5 million urea plant in Central Taiwan.

VIET-NAM—18,000 metric-ton-per-year steel rolling mill to be established. Equipment costing $400,000 to be provided from Japan under Viet-Nam-Japan Reparations Agreement.

Imports of thermos bottles suspended from July 12. Aimed at protecting newly established domestic factory.

Management contract signed between Hilton Hotel Corporation and new owners of Caravelle Hotel in Saigon, according to local sources. Construction plans call for addition of 159 rooms for total of 236 and new swimming pool, at estimated $2 million cost.

New Government wood-chip panel plant inaugurated, with annual capacity of 135,000 square meters of wood panels made of wood chips or shavings. Demand expected to be brisk.

New jet runway at Saigon's Tan Son Nhut airport inaugurated. Built by American construction firm, runway is one of longest in Southeast Asia.

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About the Cover

Guatemalan workmen construct a new home beside a traditional thatch-roofed dwelling. A recent Alliances for Progress loan will help Guatemala build more than 5,000 low-cost housing units (p. 55). One of Latin America's most pressing needs, housing is also being improved in Chile (p. 55), Venezuela (p. 46), and Peru (p. 39).

International Commerce

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PORT OF SPAIN, TRINIDAD: Aerial view of the capital city of a new sovereign nation shows the town spread like an amphitheater around the Queen's Park Savannah in the background. The circular race tracks, cricket and other sports grounds lie at the base of the rolling hills that rise on three sides.

The new Dominion of Trinidad

Independence Day for second new nation in Western Hemisphere will be observed Friday

On next Friday, (Aug. 31st) a new flag will be raised over the Dominion of Trinidad and Tobago where trade and investment opportunities abound for U.S. businessmen. The lure is a very dynamic economy sparked by political stability and high fixed capital investment.

Leading the new nation in independence will be The Honorable Dr. Eric William, elected in December as Premier. He also holds the title of Minister of Finance. In attendance at the celebration will be the Princess Royal representing Great Britain. A U.S. delegation will also be in attendance.

Without a great deal of fanfare one of the more important Latin American Trading partners of the U.S. will be free to chart its own course. There will be more than mild interest shown on the part of U.S. businessmen once they are aware of Trinidad and Tobago's importance. It is the 11th largest exporter to the United States in the Western Hemisphere and it purchases more goods from the U.S. than each of these Western Hemisphere nations—Nicaragua, Dominican Republic, Haiti, Bolivia and Paraguay. With dollar earnings from trade and tourism more than double her dollar purchases, Trinidad can buy many more goods from the U.S. than she does at present.

Trinidad and Tobago lies at the southeastern extremity of the Caribbean Sea and close to Venezuela, of which it is

geologically an extension. The two islands, Trinidad with 1,868 square miles, and Tobago with 112 square miles are exactly equal to the State of Delaware in area (1,880 square miles). The topography is generally rolling and with heavily forested mountains rising to 3,000 feet in the northern portion of the island. Trinidad has the typical tropical climate of two seasons, "dry" in the first half of the year and "wet" in the second. Rainfall ranges from 50 to 120 inches per year depending upon the location and the altitude. Rainfall at Port of Spain averages 64 inches annually. Temperatures range from 72 to 92 degrees Fahrenheit.

850,000 population

The total population was an estimated 850,000 in 1961 with an annual growth rate of 2.8 percent. The principal racial groups are African (47 percent), East Indian (35 percent), European (3 percent) and Chinese (1 percent), with some 14 percent mixed. The capital city of Port of Spain has a population of approximately 95,000 persons. With the exception of San Fernando with 42,100 and Arima with 11,050 persons, the population is evenly distributed.

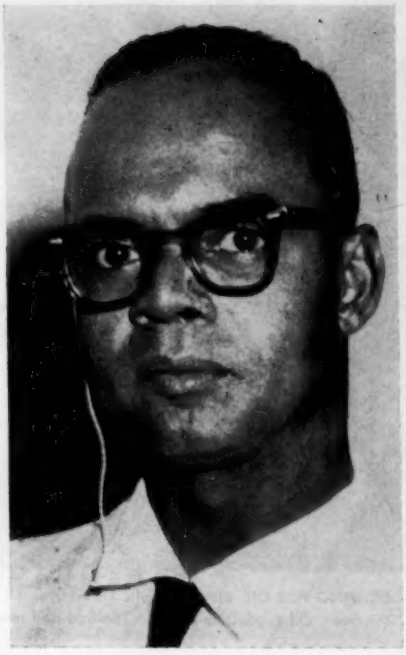
Discovered by Columbus in 1498, Trinidad has a long history of colonial occupation. The Island changed hands among Europe's warring powers several times before it was finally ceded to Great Britain by the Treaty of Amiens. Tobago finally came under the British Crown in 1814 after similarly being occupied by one European power after another. In 1888, the representative government with a bi-cameral legislature was abolished by the British and administration passed to one central government. During the Second World War, U.S. forces occupied four locations on the island, and after the war all of these were deactivated except the naval installation at the northwest extremity of the island. After the war internal independence was gradually granted to the Trinidadians.

In 1958, Trinidad joined Barbados, Jamaica and the Leeward and Windward Islands in the West Indies Federation. In August of 1961, Jamaica elected to leave the Federation following a public referendum; three months later Trinidad declared its intention to also leave the Federation. A caretaker government took over the remaining affairs of the defunct Federation in May of 1962, while Jamaica, and Trinidad and Tobago prepared for late summer independence.

Next Friday, August 31 will be Independence Day for Trinidad and Tobago, following closely upon the heels of Jamaica's independence earlier this month. (See International Commerce, Aug. 13th)

Increase in ties

An increase in direct U.S.-Trinidad ties are likely after independence. Presently, the U.S. has Defense and Aid agreements with Trinidad and these will remain in force as will the Income Tax Convention, General Agreement on Tariffs and Trade, Consular Agreements and Investment Guaranties Agreement. Closer diplomatic contact can be expected between the two countries as Trinidad establishes an Embassy in Washington and seeks membership in international organizations as the U.N. and the O.A.S. Commercial activities between the two countries are expected to increase in the future.



DR. ERIC WILLIAMS
Heads government of new nation.

Photo courtesy Trinidad Guardian, Port of Spain

PITCH INDUSTRY: A worker on the famous Trinidad Pitch Lake of La Brea shows the consistency of the natural asphalt in this 100 acre "largest of all" lakes. A U.S. company utilizes the asphalt.

DRILLING FOR OIL: New Oil wells have increased the wealth of Trinidad and this year. Oil production is up in Trinidad and much crude oil is imported for many new wells are being drilled each year, altho new drilling is declining refining and then exporting. One of the major companies is U.S. owned.

TOURISM HELPED

Trade earnings, tourist money and investments spark economy in hemisphere's newest country

Bright prospects seen for economy of island nation to become independent this week

By BRUCE B. SEVER
American Republics Division
Bureau of International Programs

On the eve of Trinidad's independence, bright prospects are seen for its economy due to a high rate of investment and continued substantial receipts to export and tourist industries. Trinidad's Gross Domestic Product (GDP) was $500 million (all figures are in U.S. dollars) in 1961, more than double (adjusted) that in 1951. Gross fixed investment stood at 29 percent of GDP in 1959, rising from 20-22 percent of GDP in the early fifties. See Table.

Tourism and trade receipts combined jumped to $308 million in 1960, a rise of 26 percent in three years.

Trinidad is both a producer and refiner of petroleum. Extensive explorations have revealed numerous but small oil deposits both on the island and offshore. During 1961, exploration was undertaken by half a dozen firms, and they were successful to the extent of raising year end (1961) estimates of oil reserves to 70 million tons, an increase of 5 million tons.

While drilling operations were down, total production of crude petroleum was up. A total of 288 wells were completed in 1961 compared to 312 in 1960, and during the same periods the success ratio was 85 percent and 89 percent respectively.

Crude petroleum

Total production of crude petroleum was 45.7 million barrels in 1961, up 9 percent over 1960, and total production for the first four months of 1962 was 15.6 million barrels, up 10 percent over the like period of 1961. It accounted for approximately 31 percent of the Gross Domestic Product in 1961. In the same year, petroleum exports were valued at $274 million, about 45 percent of the total value of Trinidad exports. Deducting $151 million for crude petroleum imports, net export receipts for petroleum products were $123 million.

Three of nearly a dozen oil firms in Trinidad accounted for 98 percent of total crude production in 1961: British Petroleum (Trinidad) Limited with 29 percent; Shell Trinidad Limited with 21 percent; and Texaco Trinidad, Incorporated with 48 percent. Nominal declines in production were recorded in most oil fields except the Soldado sub-

The author

Bruce B. Sever, international economist in the American Republics Division, Bureau of International Programs, is the author of the material published in this issue on Trinidad and Tobago. He also wrote the several articles published in this magazine on the new nation of Jamaica August 13th. Mr. Sever, a native of Los Angeles, is a graduate of Georgetown University in Washington, D.C., and is presently doing graduate work evenings on Economic Policy at George Washington University.

DEPOSITED BY THE
UNITED STATES OF AMERICA

marine field in the Gulf of Paria. There production was 9.3 million barrels, a jump of 54.4 percent over 1960. Production from Soldado is equally shared by British Petroleum, Shell and Texaco.

Trinidad's oil refinery capacity is above 310,000 b/d following the US$21 million expansion by Texaco of its refinery at Pointe-a-Pierre. In 1961, besides all local production of crude oil, 62.8 million barrels of imported crude and partly refined petroleum were refined on the island. During the first four months of 1962, oil refined in Trinidad exceeded 35.7 million barrels, a rate of almost 300,000 b/d. Only about 5 percent of production is consumed in the small Trinidad market; the rest is sold as bunkers or exported, mainly to the U.S. and U.K. markets.

Production of crude, dried and cement asphalt was 268 thousand long tons in 1961, and during the same year, natural gas production was 106 million cu. ft.

Plan expansion

Despite the world condition of oversupply of petroleum and the high costs of submarine production characteristic of the Trinidad operations, further expansion is planned. Dominion Oil, a subsidiary of Standard Oil, is reported to have plans for a $11.7 million oil quest. Similarly, Texaco is reported to have plans to spend $8.2 million for further oil quests in the Gulf of Paria. Texaco plans the construction of a $27 million lubricating oils plant with a capacity of 2,700 b/d. In preparation Texaco has

Gross Domestic Capital Formation
(millions $U.S.)

	1951	1955	1956	1957	1958[1]	1959[1]	1960[1]
Total Fixed Capital	50.5	68.0	73.8	101.0	115.0	138.0	161.4
Percentages							
Petroleum	44	37	40	41	38	45	n.a.
Other industries	32	33	30	35	36	29	n.a.
Housing	11	13	14	10	10	9	n.a.
Government	13	17	16	14	16	17	15
Total Fixed Capital	100	100	100	100	100	100	100

[1] Preliminary
Sources: The National Income of Trinidad and Tobago, 1951-1959 and other data provided by the Government.

OIL REFINERY: General view of the Pointe-a-Pierre oil refinery. It covers some 2,500 acres and has a capacity of 85,000 barrels per day, plus storage capacity. (Photos from British Information Service)

begun construction of a 2,600 foot pier, which will provide schooner, freighter and tanker berths for the bulk and package loading of lubricating oil from its new plant.

This further investment, increased employment plus continued large net export earnings by the petroleum industry augers well for the Trinidad economy.

Agriculture exports

Exports of sugar, its by-products, citrus fruit, their preparations, plus bananas and cocoa were the source of over 9 percent of Trinidad's total export receipts in 1961 and an important contributor to the G.D.F. and Gross Capital Investment. Exports of these items, plus those of coffee, tea, spices and miscellaneous fruits and vegetables were valued at $34.6 million in 1961.

Sugar and its by-products, molasses an drum, have been the main agricultural exports from Trinidad for centuries. They were valued at $26.6 million in 1961. Sugar production reached a record of 245,000 long tons. In 1962, the sugar crop was only 201,000 long tons, a significant decline. Climatic conditions, pests and labor unrest were reportedly the causes.

Total earnings of the sugar industry will be down in 1962 because of the smaller yield. Trinidad will be able to dispose of most of its production at premium prices through quota arrangements with the U.S., U.K. and Canada.

Trinidad exports of fruits and vegetables (mainly citrus fruits, their preparations and bananas) are an important but volatile source of trade earnings. Total exports were $4.1 million in 1960, and they were $3.1 million in 1961, down 31 percent. This was due mainly to a drastic reduction in exports of bananas, grapefruit and grapefruit juice to the United Kingdom.

A credit squeeze in the United Kingdom, Florida competition and the Israeli subsidy and lower transportation cost were the main causes. To capitalize upon the growing preference in the U.K. for grapefruit segments, the necessary new canning equipment is being installed for the purpose of canning 100,000 boxes of grapefruit segments from the 1961-1962 crop. Disposition of the remainder of the crop (nearly all oranges and grapefruit) was roughly 250,000 boxes of fresh fruit and 550,000 boxes of canned juice (single strength).

The Trinidad citrus growers co-operative can be expected to continue efforts to raise and smooth out earnings of the citrus industry. However, it has to contend with fluctuating production as well as markets. Citrus production was 23,000 metric tons in 1956; it was roughly 50,000 metric tons for each of the next three years; it fell to 28,000 metric tons in 1960; and partially recovered to 39,000 million metric tons in 1961.

Total exports of fruits and vegetables by Trinidad for the first four months of this year are nearly double those for the same period of 1961. Therefore total trade earnings from fruits and vegetables can be expected to substantially exceed the slump total of $3.1 million last year.

Earnings low

A recovery is not expected from a similar slump in trade earnings from cocoa, coffee, tea, spices and their manufactures. Earnings were $6.2 million in 1960 and $4.8 million in 1961. So far this year, earnings are not significantly higher than in the like period of 1961. A drop in cocoa earnings of $1.3 million from 1960 to 1961 accounts for the loss.

The outlook is mixed for Trinidad trade earnings. The quantity of exports, especially of petroleum products, is likely to rise steadily in the future. This can be expected in the wake of continued high investment in the petroleum industry and government efforts and private initiative directed towards increasing food production.

Many supplementary activities such as an agricultural census to provide up-to-date statistics about the Trinidad farm industry and the establishment of a hydroponic farm should aid food production efforts. However, Trinidad's trade earnings are obtained essentially from the export of primary products which are in increasing oversupply. Besides, there is the uncertainty about Trinidad's most important market (United Kingdom) for tropical products stemming from possible United Kingdom entrance into the European Common Market.

Exports exceed imports

In any case, Trinidad exports are likely to continue to substantially exceed imports, and thus spark the economy by making a contribution to the high rate of Gross Capital Formation.

Tourism is also a substantial source of foreign currencies to finance capital investment. Net earnings of the tourist industry are difficult to determine, however, total tourist receipts were $19 million in 1960. This represents a growth of 33 percent in three years. In the same three years, total tourists rose 40 percent, reaching 72,000 in 1960.

New U.S. hotel

On May 15, Trinidad began a new phase of its effort to expand its tourist industry. On that day, the new up-side-down $24 million, 260 room Hilton Hotel at the northeastern edge of the Queen's Park Savannah in Port of Spain was opened. This luxurious hotel, built on the edge of a sharp hill, has its entrance on the hill-top and its dining level and seven guest-room floors below, arrayed down the side of the hill. Construction of the hotel was done by the Trinidad and Tobago Industrial Development Corporation (IDC) in its effort to spur development of the Island's tourist industry.

Hilton Hotels International will operate the new Hotel, returning two-thirds of the profits to the IDC. With the added capacity of the new Trinidad Hilton, there are over 1,300 rooms available for visitors to the islands of Trinidad and Tobago.

Manufacturing and construction are also sources and areas of capital investment. Their contribution to the Gross Domestic Product was $91.5 million or over 18 percent in 1960. There are several significant investment developments in these sectors of the economy. In addition to the multi-million dollar expenditures previously mentioned as planned in the petroleum industry, W. R. Grace and Company plans a $23 million ammonia processing plant to be erected by its Trinidad subsidiary, Federation Chemicals Limited, at Point Lisas.

Construction planned

Reported under construction or planned are: a $3 million factory for production of cans; $.4 million expansion of its facilities by Liquid Carbonic for the production of oxygen and acetylene; a $.6 million expenditure by Turban Brand Products to expand facilities for grinding coffee, and curry and the producing of chocolate sticks; a building to house Trinidad's first television stations; a shipping office for Texaco Trinidad, Inc. at Pointe-a-Pierre, a central building at Piarco International Airport, a factory by Lock Joint American (Trinidad) Ltd., for the manufacture of centrifugally spun concrete pipe; and a new Sports and Games Ltd. building.

The Government's Development Program calls for sizeable investments in fixed capital. During the four years 1958 through 1961, government expenditures for development were $93 million. In 1962 $48 million are appropriated for the development program.

Of the 1962 total $12.9 million is allocated to the development of an integrated island-wide electricity system; $9 million for a vast sewage project; $.4 million fro drainage and flood control; $5.5 for housing; and $2.6 million for education including increased capacity for 3,210 additional primary students. It is worth noting that funds for development will not be obtained by means of large increased taxes or customs duties.

Main sources of development funds are as follows: $8.8 million from oil royalties; $7.5 from International Bank of Reconstruction and Development for electricity; $7.5 million from U.S. Banks for sanitation; $6.4 from short term and other borrowings; $3.7 from funds; and $16.1 from new borrowings. Also interesting is the fact that recurrent budget of Trinidad is less than twice the size of the development budget.

Trinidad trade and investment opportunities offer bright prospects for U.S. businessmen

Government offers special concessions to certain industries wishing to invest in plants to be located in new nation

Resolving the political questions about Trinidad's future is expected to have a favorable effect upon trade and business activity in the new nation.

Trinidad is a growing market for U.S. exports and a bright prospect for investors. It enjoys one of the highest standards of living in the Western Hemisphere; its Gross National Product per Capita was US$578 (1960 prices) in 1961.

The GNP (current prices) was $500 million in 1961. Despite annual population growth of 2.7 percent, the economy has achieved an annual average expansion of 4 percent.

However, the preferential system of dual tariffs will remain after independence and it will continue to prevent any dramatic increase in U.S. exports to Trinidad. The recent nearly-complete removal of the customs surtax however, aids non-Commonwealth exporters by reducing the absolute margin of tariff preference.

Total imports by Trinidad in 1961 were valued at $338 million (Table 1). However, 30 to 35 percent of Trinidad's imports are in the form of crude petroleum for refining and reexport. Excluding crude petroleum imports, total Trinidadian imports in 1961 were valued at $186.5 million. The United Kingdom enjoys the largest share in this market, about 43 percent or $80 million while the United States is the second supplier with 20 percent of the total, or $39 million. Between 1957 and 1961 annual purchases from the U.S. increased about $9.4 million and the U.S. share of non-crude-petroleum imports edged upward 1.3 percent.

U.S. export items

Leading U.S. exports items to Trinidad indicate commodity groups where the trade advantage rests with the U.S. There were twenty commodity subgroupings in which U.S. exports to Trinidad in 1961 exceeded US$.5 million. They were: meat and meat products *; grains and preparations *; fodders and feeds *; vegetables and edible preparations *; tobacco and manufactures *; cotton manufactures; man-made fibres and manufactures; sawmill products; wood manufactures; paper base stocks exclusive of rags; petroleum and products *; nonmetallic minerals *; iron and steel mill products; metal manufactures exclusive of scrap; electrical machinery and appliances *; power generating machinery *; construction, excavating and mining machinery; industrial machinery and parts *; chemical specialties; and miscellaneous commodities. Those subgroupings followed by an asterisk (*) experienced net increases from all sources in comparison with the previous year. See Table 1 for trends in Trinidad imports

Trade opportunities

Recent Market Survey Reports and Trinidad requests for Trade Contacts also suggest possible trade opportunities. There is a good market in Trinidad for ophthalmic frames of all types. The largest number imported originate in the U.S. because of style and quality preference. American manufacturers can expect to preserve and perhaps increase their market in Trinidad by meeting style demands, maintaining the high quality of their merchandise and making increased efforts to provide fast service.

The market for most paper products is supplied by Canadian firms which are willing to fill the small orders more common in Trinidad. Because of the customs duty schedule which gives preference to Canadian goods, American paper producers will have a better chance of making sales to local conversion plants and local printeries which are able to import supplies duty free.

Despite the higher average cost of women's shoes from the U.S., they successfully compete with the lower-cost imports from Canada. Styling and the wider range of styles seems to account for this competitiveness.

Interest has increased for par-boiled, good quality, medium or long grained rice from the U.S. The local interest in improving the dairy industry and the recent completion of The Nestle Factory of Trinidad, which will produce plain and chocolate flavored pasteurized milk, suggest opportunities for U.S. exports of purebred dairy cattle, and U.S. dairy methods and equipment. The multi-million dollar investment in extending and integrating the Island's electrical systems will logically lead to increased demand for all kinds of electrical appliances and apparatus.

Further clues to U. S. opportunities for exports to Trinidad can be discovered by scrutinizing the tariff schedule. The use of a dual system of duty rates—a lower one for Commonwealth imports and a higher one for non-commonwealth imports—is designed to provide a pure advantage for Commonwealth imports. A smaller than normal gap between the two rates indicates commodities which the normally competitive American firm might be able to export at a profit. Further, the items in the Exemption Schedule of the Tariff may be imported duty free, giving the same treatment to non-Commonwealth and Commonwealth imports.

Some such duty free items are: industrial plant and industrial machinery for factory use; agricultural tools and implements; field crates, picking bags and juice preservatives for use in the citrus industry; fishing nets and gear, fishing lines, wire fish hooks, seine, twine, synthetic netting, and pine tar for use in the fishing industry; artists' colors; stringed, wind, percussion and other musical instruments not specified in the tariff; insecticides, fungicides and apparatus for spraying livestock or plants with such substances; weed killers and vermin killers; soil conditioners; and certain items for use in the Printer's trade.

Exemptions from import duties are also given for imported plant, machinery and equipment, and sometimes for raw materials used in production. These exemptions are given by the Government to pioneer producers as an encouragement. In these cases, U.S. exporters can compete on an equal basis with Commonwealth exporters. See Table 2 for a comprehensive list of industries which are likely to enjoy import duties exemption priviledge.

PRINCIPAL IMPORTS OF TRINIDAD & TOBAGO

MILLIONS OF U.S. DOLLARS

A WEST INDIAN DOLLAR EQUALS
59 CENTS U.S. CURRENCY

Commodities	1956	1957	1958	1959	1960	1961
Total Imports	187.0	209.5	243.0	263.0	301.5	338.0
Wheaten Flour	5.8	6.0	5.9	6.2	6.1	6.4
Milk Condensed or Otherwise Preserved	4.6	4.7	5.0	5.3	5.8	n.a.
Meat & Meat Preparations	5.1	5.2	6.8	6.7	7.4	8.2
Fish — all kinds	1.9	1.9	1.9	2.1	2.1	1.8
Rice	2.7	3.9	4.5	3.7	4.3	4.1
All other foods	11.2	11.7	12.8	14.8	15.3	n.a.
Beverages & Tobacco	4.0	3.9	3.9	4.4	4.8	5.2
Petroleum, crude	45.0	51.7	68.2	77.0	93.1	151.3
All other mineral fuels, lubricants & related materials	6.2	5.3	6.4	7.8	9.8	3.1
Chemicals	10.2	11.5	12.3	12.2	12.8	n.a.
Tubes, Pipes, etc. of iron and steel	6.9	10.2		13.6	9.8	n.a.
Plates & Sheets of iron and steel	2.9	3.2	2.7	1.5	1.5	n.a.
Cotton Piece Goods	2.8	3.3	4.0	3.4	4.8	n.a.
Artifical silk piece Goods	1.7	1.8	2.1	2.3	2.8	n.a.
Footwear	2.8	3.0	3.3	3.8	3.8	3.9
Other manufactured goods classified by materials	17.6	21.6	23.6	28.7	33.4	n.a.
Road motor vehicles and parts	8.2	8.9	8.0	10.4	15.3	12.2
Other machinery and transport equipment	20.0	32.0	35.0	37.1	37.0	31.1
All other imports	17.8	19.6	22.6	26.7	30.8	n.a.

Discrepancies between totals and partial totals due to rounding.

Investment opportunities

An outstanding climate for investment beckons foreign businessmen to Trinidad and Tobago. The respect for law and order resulting from lengthy British rule and the trend towards responsible political parties in Trinidad are positive factors. Also attractive is the Island's dynamic economy, which has experienced a steady annual growth of about 4% after adjustment for the annual population growth of about 2.8%.

The language of the island is English and business procedures are not complicated or frequently changed. Labor unrest has been nominal. The large amounts of government investment in infrastructure projects provide assurance that the nation's business expansion will not be blunted by inadequate roads or water and power supplies. The Island's location is strategic being along shipping routes between North and South America and Central America and Europe.

Besides the natural and institutional factors making Trinidad a good place to invest, there is the aggressive assistance provided to investors by the Government through its official representative, the Trinidad and Tobago Industrial Development Corporation (IDC). The IDC is charged with facilitating industrial diversity and growth. It has offices in Port of Spain. It is represented in New York by: Development Counsellor International, Ltd. located at 730 5th Avenue, New York.

Interested businessmen will be able to obtain information from the Trinidad Embassy being established in Washington as well as from the Department of Commerce as usual through its Office of International Investment or the American Republics Division.

Some of the special concessions offered

by the Government to approved investors are: income tax holidays; duty-free imports of plant, equipment, and raw materials; accelerated depreciation allowances, unlimited carryover of losses; industrial sites on liberal terms at developed industrial estates; repatriation of capital and profits; and preferential tariff rates in British Commonwealth markets. Following is a list of industries which are eligible for various tax and other special concessions. U.S. producers of equipment and production materials used in industries such as these might wish to investigate the possibility of establishing a plant in Trinidad which will utilize their products.

INDUSTRIES ELIGIBLE FOR SPECIAL CONCESSIONS

Alcoholic Beverages: Beer, Gin, and Vodka.

Animal Feeds: Balanced Stock and Poultry Feeds and Fish Meal.

Building Materials: Asbestos cement products, Barbed wire and wire fencing, Building Materials from bagasse a combination of bagasse and asphalt, Cement, Concrete blocks, Electrical conduit fittings, Gas concrete products and finishes, Gypsum ceiling tiles and partition panels, and Mastic Asphalt.

Mechanical batching and mixing of concrete, Metal Building components, Paints and paint products, Plastic insulated building materials, Precast modular building units of lightweight concrete, Prefabricated concrete houses, Prestressed and post-stressed concrete products, Processing of sawn timber of local origin, Steel nuts, bolts and washers, and Wire nails, staples and tacks.

Cable and Wire: Aluminum wire and cable.

Chemicals and Chemical Products: Chemical fertilizers, Industrial Chemicals, Solid carbon dioxide gas, Substances for use in the production of gramophone discs, and Synthetic Resins.

Containers: Cardboard boxes, cartons and packages, Glass bottles, Metal containers, Paper bags, Plastic covers, bags and containers, Stapled wooden boxes, Textile covers, bags and containers.

Electrical Equipment: Alumnum wire and cable, Electrical batteries, Electrical conduct fittings, Electrical meters, Time recording instruments, Wireless transmitting and receiving equipment.

Essential Oils Flavouring Essences And Concentrates:

Food Products: Baking Powder, Curry Powder, Dried Yeast, Fish Oil, Hydroponic vegetables, Instant coffee, soluble coffee, and coffee essences, Macaroni products, and Marine food processing and packaging, Milk products, Pork processing, Processing of cocoa beans, Split pea milling, Vitaminized banana products.

Fertilizers: Complete fertilizers, Nitrogenous fertilizer.

Furniture: Metal furniture.

Glass Products: Bottles, Jars.

Garments and Accessories: Boys' and men' neckwear, Boots and shoes, Buttons, buckles and ornaments, Children's dresses, Handbags, Knitted goods, Lingerie and bathing suits, Zip fasteners.

Household Appliances: Air conditioning equipment, Metal hollow-ware, Other metal household appliances, Refrigerators and water coolers.

Leather and Leather Products: Boots and Shoes, Handbags, Upper Leather.

Lumber Products: Impregnation of lumber with preservative chemicals, Plywood barrel staves, Processing of sawn timber of local origin, Stapled wooden boxes, Veneer, Wooden handles.

Machinery: Air-conditioning equipment, Juke boxes, Machinery for use in the production of gramophone discs, Motor vehicles, Refrigerators and water coolers, Time recording instruments, and Typewriters, adding machines, Wireless transmitting and receiving equipment.

Mattresses and Mats: Coconut coir fibre rubberised mattresses and mats and Spring-filled mattresses.

Metal and Metal Products: Aluminum Wire and Cable, Barbed wire and wire fencing, Brass and Copper fittings, bushings and bearings, Cast Iron pipes, Common pipes, Crown corks, Crude Ore processing, Electroplating of metals, Metal building components, Metal furniture, Metal containers, Metal hollow-ware, Metal pipes and metal pipe fittings, Motor exhaust assemblies or parts, Re-rolling of steel, Steel nuts, bolts and washers, Wire nails, staples, tacks, Zip fasteners.

Measuring Instruments: Electrical meters, Time recording instruments.

Motor Vehicles and Accessories: Automobile radiators, Automobile upholstery, Batteries, Motor exhaust assemblies or parts, Motor vehicles.

Paints and Paint Products: Distempers, Enamels, Paints, Varnishes.

Paper and Paper Products: Cardboard boxes, cartons and packages, Boards and packaging materials, Gummed paper tapes, Paper bags, Paper napkins, Pulp and Paper from bagasse and other raw materials, Sanitary and paper towels, Toilet Rolls, Toilet Tissues.

Pharmaceuticals, Plastics and Plastic Products: Fibre glass boats, Gramophone records, Moulded and extruded plastic goods, Moulded industrial rubber and plastic goods, Plastic floor film, Plastic insulated building materials, Plastic pipes, Plastic toys and household articles, Plastic wall film, Polythene and other plastic materials.

Soaps and Detergents: Synthetic detergents, Toilet soap.

Ships and Boats: Fibre glass boats, Lighters, Seagoing crafts, Tugs.

Textiles: Dyeing of natural and synthetic materials, Spinning, weaving and other processing of cotton.

Miscellaneous Industries: Artificial teeth, Brushes, Coconut Shell Flour, Coir Fibre for export, Common Pins, Corrosion protection, Crown Corks, Drinking Straws, Electroplating of metals, Fibre suitcases, Medical and sanitary supplies and appliances, Metal engraving, Moulded Industrial Rubber and Plastic Goods, Polishes, Processing and packaging of torchons, Production of Motion picture films, Shoe Lasts, Toilet requisites, Trawl fishing.

NEUTRON REACTORS IN FRANCE

The French Atomic Energy Commission has concluded a 5-year contract with Euratom for research and development of rapid neutron reactors in France.

Japan to get look at life, customs of Americans

3-man television crew here to film 20 half-hour programs

Japanese television viewers will soon get a look at how people in the United States, from Seattle to Boston, spend their daily lives.

The Tokyo Broadcasting System (TBS) recently sent a 3-man team to the U.S. to film 20 half-hour programs about this country's people and vacationlands. The group also plans to visit Jamaica, Haiti, the Dominican Republic, and Puerto Rico.

The travelogue group, which won the Japanese equivalent of the Emmy Award for the best television program for 1962, is in the U.S. under joint sponsorship of Pan American World Airways, Mitsui Bussan, Ltd., Japan's largest trading company, and the U.S. Travel Service.

The team is led by Miss Kaoru Kanetaka, Japan's top woman traveler and travel writer, according to TBS, and includes producer Kei Takahashi and cameraman Tanehisa Watanabe.

"We especially want to go behind the scenes of American life," she said recently, "to show the Japanese how Americans live. The Japanese realize the Americans have the highest standard of living in the world, but we would like to illustrate it in our program."

The series, "Hopping Around the World," will be shown over the nationwide network of TBS.

The travelogue group made their start Aug. 7 in San Francisco. Since then they have visited Monterey, Carmel, and Los Angeles, Calif.; Las Vegas, Nev.; Phoenix, Ariz., and Hannibal, Mo.

The rest of their itinerary is as follows: **New Orleans, La.,** Aug. 26-29; **Miami, Fla.,** Aug. 30-Sept. 6; **Kingston, Jamaica,** Sept. 7-13; **Port au Prince, Haiti,** Sept. 14-16; **Santo Domingo,** the **Dominican Republic,** Sept. 17-19; **San Juan, Puerto Rico,** Sept. 20-22; **Atlanta, Ga.,** Sept. 25-27; **Knoxville, Tenn.,** Sept. 29-Oct. 1; **Washington, D.C.,** Oct. 2-8; **New York, N.Y.,** Oct. 10-17; **Boston, Mass.,** Oct. 18-20; **Buffalo, N.Y.,** Oct. 21-23; **Toronto,** Oct. 24-26; **Chicago, Ill.,** Oct. 27-29; **Seattle, Wash.,** Oct. 30-Nov. 1; **Fairbanks, Alaska,** Nov. 2-5; and **Hawaii,** Nov. 6-13.

Finished goods lead U.S. rise to record foreign trade level; capital goods dominate sales

Make up 57% of total domestic exports and 36% of imports; exports still double imports, despite slower growth rate; U.S. consumer goods positions shifts from surplus to deficit

Record foreign trade in manufactured goods was a major contributing factor to the Nation's total merchandise exports and imports reaching new high seasonally adjusted annual rates of $20.9 and $16.2 billion, respectively, in the first half of 1962.

The Nation's exports of finished manufactures rose to a record seasonally adjusted annual rate of $11.9 billion during the first 6 months of 1962, comprising some 57% of total domestic exports (excluding military aid). Imports of finished goods also climbed to a new peak of $5.8 billion, accounting for 36% of overall merchandise imports.

While the share of finished goods in total U.S. exports has not changed significantly during the postwar period, the current ratio of finished manufacturers to overall imports reflects a doubling of the share a decade ago. Such manufactures presently constitute more prominent segments of both total exports and, particularly, total imports than in either the 1920's or the 1930's.

Still sell more

Although imports of finished manufactures have grown at a rate of over 11.5% a year since the early 1950's, more than twice as fast as exports, the U.S. currently exports $2 of such goods for every $1 imported.

In the first half of 1962 this country's net export surplus in finished manufactures amounted to more than $6 billion at a seasonally adjusted annual rate, reflecting an expansion of about 2% a year over the past decade.

In striking contrast, our foreign trade in crude and semi-manufactured materials continued to record its traditional deficit which resulted in net payments of $1.8 billion. Our international exchange of foodstuffs, normally also in deficit, shifted to a surplus position of about $.5 billion, including shipments under aid programs.

Capital equipment comprises the largest single component (about 2/3) of our export trade in such goods, while consumer items form the largest individual segment 2/5 of the Nation's manufactured imports.

American manufacturers exported over $6.7 billion of capital equipment last year, having boosted their annual sales by more than $3 billion since 1950-53. Imports of capital equipment aggregated somewhat less than $.75 billion, notwithstanding a nearly threefold advance over the decade.

The margin of capital equipment exports over imports in 1962 promises to be even larger than the 1961 surplus of $6 billion.

In contrast to our international trade in machinery, which contributed a $1.7 billion boost to our export balance over the past decade, and in aircraft, railway equipment, military hardgoods (non-aid), and other capital equipment items which together added a further $.9 billion to the nation's trade surplus, our trading position in consumer goods underwent a deterioration of $1.1 billion from the early 1950's to 1961.

Whereas in 1950-53 the U.S. maintained an annual average export surplus of nearly $500 million in its 2-way trade in finished consumer goods, in 1961 our import balance in such trade amounted to $600 million. In January-June 1962 the Nation experienced an even larger deficit as imports continued to rise.

Nearly three-fourths of the decline in our consumer goods trade position has been concentrated in consumer durables (including autos), the remainder of the drop having been largely accounted for by clothing and footwear, items bulking largest among imports of nondurables.

Our export surplus in finished industrial materials, which also form a prominent portion of the Nation's foreign trade in manufactured goods, contracted from an annual average of over $1 billion in 1950-53 to about $650 million in 1961.

Though net exports of chemicals have increased significantly over the past decade, our trade position in steel and manufactured textile materials (particularly cloth) has shifted from a sizable export surplus to a substantial import balance.

The Western Hemisphere area is still the major destination for U.S. exports of finished manufactures, with Canada remaining our best individual customer. In 1960, however, Europe took the lead over both Canada and Latin America as the top continental market for such goods. Our shipments of finished manufactures to Western Europe (mainly capital equipment) scored an increase of $1.3 billion, or more than 70%, between 1959 and 1961 and climbed still further in January-May 1962.

Sales of manufactures to Japan have likewise increased sharply during the past several years. Meanwhile U.S. exports to Western Hemisphere countries as a group have remained nearly static after adjustment is made for loss of the Cuban market.

These area shifts relate to the changing world pattern of economic growth and investment activity, characterized in Latin America and Canada after the boom period of 1956-57 by a lagging investment pace and a hesitant rate of growth in GNP, and by strikingly opposite trends in Europe and Japan.

The most striking feature of the regional pattern of our 2-way trade in finished manufactures was the sharp swing in the trade balance with Western Europe from a deficit of $1 billion in 1959 to a surplus of $.5 billion in 1961. The resulting improvement of $1.5 billion in just 2 years was the essential factor in the simultaneous expansion of $1.7 billion in the U.S. global export surplus on finished manufactures.

This article was based on "U.S. Trade in Finished Manufactures," an analysis appearing in the August issue of Survey of Current Business.

Hotel, restaurant event to take place in Cologne

The International Exhibition for the Hotel and Restaurant Trade, organized by the Cologne Fair Authority, will be held in Cologne Oct. 6-14.

A U.S. Trade Information Center (TIC) will be operated at the exhibition. U.S. visitors have been asked to register there so appropriate inquiries and business proposals may be referred to them.

Export-import programs tied closely to financial problems and economic defense interests

Export Control Act used by Department to further national security and foreign policy objectives; most goods are freely exported

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(Sixth and final installment of series)

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directs the Commerce Department's bureau concerned with fostering and promoting the foreign commerce and economic strength and security of the U.S. A native of Philadelphia, he has travelled widely and participated in a variety of U.S. special missions. As a career Civil Service economist, he has been concerned with international trade affairs for over 20 years.

U.S. export and import programs are delicately interwined with a whole host of financial questions and financial institutions. They are much too complex to be treated here in any detail. Nevertheless, there are some aspects which should at least be noted.

There are many financing institutions which have a direct impact on our foreign trade. The Export-Import Bank of Washington, in its dollar operations, has as its general purpose the promotion of the exports and imports of the United States. As a matter of policy and practice, all of its dollar loans involve the purchase of equipment, supplies, and services in this country. In addition to its general loan programs, the Export-Import Bank has been providing guarantees covering political and commercial risks. Recently, through a new program of export credit insurance of the Foreign Credit Insurance Association, which is backed by the Export-Import Bank, new financing assistance is provided exporters.

The financial availabilities of our foreign economic assistance agencies such as the former International Cooperation Administration and the Development Loan Fund (now the AID) have provided funds which have added to U.S. export potentialities. The AID also administers an Investment Guarantee Program under which it guarantees new investments by U.S. investors in productive facilities abroad against such risks as nonconvertibility of profits and the proceeds of liquidation, of expropriation, and of physical loss due to war.

Of special importance has been the Agricultural Trade Development and Assistance Act of 1954, commonly known as P.L. 480. This Act authorizes the President to enter into agreements with friendly countries for the sale of surplus agricultural commodities for foreign currencies. The legislation also provides for the use of the foreign currency for agricultural market development, payment of U.S. obligations abroad, loans and grants to foreign governments for economic development and a number of other purposes.

Public Law 480 also provides for the donation of agricultural surpluses for meeting emergency needs. The Food for Peace Program has incorporated P.L. 480 activities as a major part of the effort to make the most efficient use of our agricultural abundance for the relief of hunger, the encouragement of economic development abroad, the furtherance of U.S. foreign policy and the expansion of U.S. exports.

In contrast to the more positive functions of foreign assistance and the promotion of U.S. foreign commerce, national interest is also served by some measures which are more negative in nature. These curbs may be characterized as the economic defense weapons of the United States.

Export control

One of the major weapons in this area is the Export Control Act of 1949, as amended. Under this Act control is exercised by the Department of Commerce over all exports from the United States with a few exceptions such as arms, ammunition and implements of war which are licensed by the Department of State.

Export controls are basically of two types—short-supply export controls which are designed to protect the domestic economy from excessive drain of scarce materials and to reduce the inflationary impact of abnormal foreign demand—and export controls which are designed to protect our national security and further U.S. foreign policy. Security export controls include an embargo to Communist China, North Korea and North Vietnam and broad controls on shipments to the USSR, other Soviet bloc countries and Cuba.

Although the vast majority of goods can be freely exported to most friendly destinations, all commercial exports from the United States, except to Canada, are prohibited unless the Department of Commerce has issued either a "validated license" or established a "general license" permitting such shipments. A "positive list" of controlled commodities has been developed; this list identifies the commodities which require a validated export license for shipment to stated destinations.

The positive list of commodities which are subject to control is regularly reviewed. In considering changes to this list, as well as license applications and other problems connected with export control, the Secretary of Commerce has established a series of inter-departmental advisory committees. Representatives from a number of departments including Commerce, State, Defense and Treasury participate in these committees. Final decisions respecting export control matters, however, rest with the Secretary of Commerce.

The Battle Act

The Mutual Defense Assistance Control Act of 1951, commonly known as the Battle Act, is another major element in economic defense. Under the Act, the

President must be advised when any nation receiving military, economic, or financial assistance is shipping strategically significant materials to nations threatening the security of the United States. All assistance to such a nation is to be terminated unless the President indicates that the cessation of such aid would be detrimental to the security of this country.

Under the Act the negotiation of arrangements with other nations for developing and enforcing multilateral export controls against the Sino-Soviet bloc takes place. To accomplish such controls an international organization known as the Consultative Committee, with a working level group, the Coordinating Committee (COCOM) is set up in Paris. Members include Japan and NATO nations except Iceland. Questions involved in U.S. participation in this international export control system are referred to the Economic Defense Advisory Committee (EDAC). It is chaired by the Department of State and has among its members representatives of the Departments of Commerce and Defense.

One of the major activities of this international control system concerns efforts to achieve a satisfactory degree of consistency between U.S. export controls and those of other nations.

Since its inception the Battle Act has not been invoked against any country receiving U.S. aid. However, the view has been expressed that its existence has helped the U.S. gain the cooperation of other nations in achieving our economic defense objectives.

Foreign assets control

The third major measure in our economic defense arsenal is that for controlling foreign assets. Based on the Trading With The Enemy Act, regulations were issued in December 1950 blocking the assets in the United States of Communist China, North Korea, and their nationals; prohibiting unlicensed financial transactions between U.S. nationals and Communist China, North Korea and the nationals of either; and prohibiting the importation of goods of Communist Chinese and North Korean origin except under license. With respect to commodities, foreign assets controls provide the mechanism for maintaining an embargo on imports from Communist China and North Korea similar to that which export controls maintain on exports to those areas.

In 1953 the Treasury controls were extended to supplement U.S. export controls by barring persons in the U.S. from purchasing or selling certain highly strategic goods of non-U.S. origin for shipment to the Soviet bloc from foreign countries.

The United States uses many other instruments in connection with its export and import programs. Under the post-World War II commercial treaty program the United States has negotiated treaties of Friendship, Commerce and Navigation (FCN) with 21 countries, of which 15 are now in force. These treaties are designed to secure a general climate in which American businessmen receive fair treatment in the conduct of their trade, investment and travel activities.

U.S. tax treaties, which aim at the avoidance of international double taxation, also contribute to the promotion of foreign trade, although their principal impact is in the field of investment.

The Export Trade Act of 1918 (commonly known as the Webb-Pomerene Act) should also be noted. This Act exempts from the provisions of the Antitrust laws, subject to certain conditions, associations which are entered into "for the sole purpose of engaging in export trade and actually so engaged."

Other actions of the United States which affect our export and import programs include the regulations of the Food and Drug Administration and U.S. plant and animal quarantine regulations. These regulations make no distinction between products of foreign or domestic origin; both are subject to the same standards and requirements. They are in essence non-discriminatory programs which seek to protect the health and well-being of U.S. citizens.

Stockpiling

While the import trade of the United States is dominated by private traders, the U.S. Government has certain needs for which special provision has been made. Under the Strategic and Critical Materials Stockpiling Act of 1946 provision has been made for the acquisition and retention of stocks of strategic and critical materials in which domestic resources are deficient or insufficiently developed to meet emergency demands. In the case of certain scarce materials production both at home and abroad was stimulated by the stockpile program. In other cases the program helped to remove burdensome surplus stocks from the market. This program was under the general supervision of the Office of Civil and Defense Mobilization (now the Office of Emergency Planning.) The actual purchase, storage and disposal of stockpile commodities is carried out by the General Services Administration.

General observations

As this discussion has shown, our export and import programs are extensive and complex in character. And yet the 35 billion dollars worth of U.S. foreign trade is conducted primarily by private enterprise with little or no interference by the United States Government.

U.S. governmental programs are designed primarily to serve specific national purposes. Most of these are aimed at creating a domestic and international climate in which our trade may prosper.

U.S. foreign trade policy is entering a critical phase. As noted before, the Trade Agreements Act expired in June 1962 and new legislation is being sought by the Administration from the Congress. Many economic-political factors that are a part of today's world trade picture must be considered. Cognizance must be taken of the emergence of powerful regional trade blocs which will have far-reaching effects on U.S. foreign trade interests. We must recognize the special problems of the less-developed countries. We must face the growing competition between the free world and the governmentally directed and controlled economies of the Communist nations.

The United States desires to follow a liberal foreign trade policy. The Government must continue to press for liberalization in controls and a lowering of tariffs and other restrictions on trade. In essence we must develop export and import programs which recognize our international responsibilities, protect our national security and, most importantly, make fundamental and continuing contributions to U.S. economic stability and growth.

(This article, and previous parts of the series, are adapted from Volume 21, Number 4, of the Federal Bar Journal, and are printed with that publication's permission.)

International fair set next month in Utrecht

A total of 1,170 firms are scheduled to participate in the international Autumn Trade Fair in Utrecht Sept. 10-18.

Exhibits at the fair will include leatherware and travel goods, baby goods, office supplies, writing materials, paperware, gold and silverware, watches, clocks, jewelry, chinaware, handicrafts, toys, sportwear, cosmetics, textiles and furnishing fabrics.

The event will be the 79th general exhibition held since the opening of the Royal Netherlands Industries Fair.

140 U.S. firms to take part in Zagreb fair

U.S. exhibit to be made up of 6 leisure time areas

More than 140 U.S. firms from 28 states and the District of Columbia will participate in the official U.S. exhibition at the annual International Trade Fair in Zagreb, Yugoslavia, Sept. 8-23.

Developing the theme of the U.S. pavilion, "Constructive Use of Leisure Time," demonstrations and displays of U.S. leisure-time products and activities will be presented by American trained bilingual Yugoslav students.

This will be the United States' 7th successive show in Zagreb. Average annual attendance in the U.S. pavilion has been over 1 million, and is expected to be about the same this year.

The U.S. exhibition, prepared in cooperation with the U.S. Information Agency, will be made up of 6 major areas, each showing a phase of American use of leisure time: in the home, in outdoor living and vacationing, women's activities, arts and crafts, on the farm, and in adult education.

U.S. schedules exhibit in Czechoslovakia fair

The United States has completed plans for participation in the 4th Brno, Czechoslovakia, International Trade Fair, Sept. 9-23.

A total of 38 U.S. firms from 14 states will participate in the U.S. exhibit, the first staged in the annual Czechoslovakia fair. The U.S. pavilion will develop the concept of technology in the service of man.

Among the exhibits will be modern industrial materials such as aluminum extruded shapes and ceramic insulators; advanced design office equipment and telephones; a compact garden tractor with attachments ideal for the small farm, and domestic sewing machines that produce fashion stitches at the twirl of a dial.

The U.S. exhibit, prepared in cooperation with the U.S. Information Agency, will be the 121st presented since 1954 by the Office of International Trade Fairs, U.S. Department of Commerce.

EXPORTS AND TRAVEL: A total of 150,000 persons are expected to attend the 8th annual Houston International Trade and Travel Fair, Sept. 21-30. The fair will promote increased U.S. exports and travel between Houston and Free World nations. Pictured above is a scene from the 1961 Houston exhibition.

Houston trade fair to feature promotion of U.S. exports

150,000 expected to attend show; NASA plans space travel pavilion; thousands of products to be seen

Promotion of U.S. exports will be emphasized at the 8th annual Houston International Trade and Travel Fair, Sept. 21-30.

A total of 150,000 persons are expected to attend the 10-day show, to be held in the air-conditioned Sam Houston Coliseum.

The oldest continuous international trade fair in the U.S., Houston's exposition will take on new dimensions this year with the addition of a large new International Commerce Division.

Covering over 84,000 square feet, this section will feature the products and services of local, national and international companies in the manufacturing, transportation, export-import, finance and investment, and space related industries.

The Houston Fair also will promote international travel between Houston and the nations of the Free World, and will highlight the city as the manned spacecraft capital of the world.

The space travel pavilion designed and built especially for the 1962 Houston fair by the National Aeronautics and Space Administration (NASA), will visualize the past, present and future of America's spaceflight program.

The U.S. Department of Commerce will mount a special exhibit dramatizing the importance of having more U.S. businesses engage in exporting. A double, 20-foot exhibit in the Hall of Nations, the Commerce exhibit will feature export sales leads and will illustrate ways in which firms may take advantage of export opportunities.

Products from everywhere

Thousands of products will be exhibited, from the delicacies of many nations represented in the International Foods & Wines Section to a working model of the 2-story Van de Graaf atom smasher which emits great static sparks and demonstrates the effects of radiation upon petroleum samples.

Both retail and wholesale merchandise will be available in the highly colorful International Bazaar. A special Buyers' Day will be held Sept. 26 to bring together businessmen and merchandise in an atmosphere conducive to mutually beneficial exchanges. Buyers may register in advance for the special Day by contacting the Fair Office at 239 World Trade Center, Houston 2, Texas.

Printing field good market in W. Germany

Specialized equipment, web offset presses in demand

Interested in getting into the market for printing machinery and equipment in West Germany?

The U.S. Consulate General reports that export possibilities for U.S. manufacturers seem most promising in the following fields:

❶ Specialized printing equipment, especially items incorporating new or novel ideas, such as high-speed labeling machines. This would enjoy a good market in Germany at the present time.

❷ Web offset presses are not yet manufactured in the Federal Republic, and U.S. producers of such machinery and accessory equipment and supplies would enjoy good prospects until domestic manufacturers begin to produce them. Since prices of locally produced web offset presses are expected to be at least 25% cheaper than comparable U.S. machines, the opportunity which American manufacturers presently enjoy will probably not last more than a few years.

❸ Production processes in the graphic arts and papermaking and converting industries are undergoing increasing automation especially in West Germany where skilled labor is expensive and scarce. Any variations on staple printing machinery and supplies which bring about greater productivity or economize on the use of labor would be well received by West German buyers.

The Consulate General pointed out that although the relatively high price of American printing machinery is a "distinct disadvantage" to U.S. producers trying to sell their products in the Federal Republic, the high capacity and labor-saving attributes which American printing presses so often possess make the sales opportunities for the third-mentioned type of machinery appear "quite promising."

U.S. manufacturers of the 3 types of machinery are urged to investigate the market for their products in West Germany. More detailed information on the market for printing machinery is in the report of the recent U.S. trade mission to West Germany (See International Commerce, June 25, page 8).

U.S. firms urged to apply now for 1967 German printing fair

Exhibit space at 'biggest fair of graphics world' exhausted quickly; displays fall in 4 categories

Applications for the 1967 International Printing and Paper Fair in Duesseldorf, widely referred to as the "biggest fair of the graphics world," are now being accepted.

The U.S. Consulate General in Duesseldorf said exhibit space for the fair, the DRUPA-Internationale Messe Druck und Papier, is "always exhausted long before the event is actually held."

For this reason, it has urged all interested U.S. firms to contact NOWEA, Duesseldorf, Messegelaende, immediately. The Consulate General also advised U.S. companies to secure hotel reservations at the same time they contract for exhibit space.

Exhibits at the large fair normally include all types of machinery, auxiliary equipment, sundries and raw materials used in the graphic arts and paper converting industries. The wide variety of machinery falls into 4 categories:

① Composing and type casting machines, composing room equipment and machines; and materials and equipment for reproduction and process engraving, stereotyping and electrotyping.

② Printing machinery of all kinds for various processes.

③ Auxiliary printing machines; machine accessories; and materials and equipment for printers.

④ Paper cutting and paper making machines; paper converting equipment; bookbinding machinery; and accessories and parts.

A total of 678 firms, including 41 from the U.S. exhibited a wide variety of machinery at the 4th DRUPA, held May 5-18. The exposition attracted 432,000 visitors, a third of them from 71 foreign nations.

Exhibitors were "virtually unanimous" in calling their participation in the event satisfactory, the Consulate General reported.

The Consulate General reported that the U.S. participation, "impressive by any standard," offered best indication that the German market for printing and paper machinery is attractive to American suppliers, some of whom are "energetically trying" to exploit foreign markets for their products.

Exhibitors took part in the recent DRUPA for several reasons—to introduce a new product or process, to make new contacts and re-establish old ones, to transact business, and for reasons of prestige.

Good sales

The U.S. Consulate General in Duesseldorf reported that some U.S. firms went to the DRUPA expecting to place immediate orders and sales.

At least one was successful.

A Chicago firm, Miehle-Goss-Dexter International, reported that most of the machinery exhibited by it was sold off the floor and that substantial other sales were recorded. The company's vice president said he was completely satisfied with the results.

Sales results in general were "very satisfactory" for exhibiting firms, according to the Consulate General.

2 million visit permanent center opened in Munich

No time limit on exhibitions at building industry show

More than 2 million persons have seen the permanent building exhibition in Munich since its opening in 1954, the U.S. Consulate General in Munich has reported.

The number of exhibitors at the present time is 550, of which 230 have maintained their exhibits since the beginning.

The permanent sample show of the building industry is under the direction of Karl Ludwig Schulte. It is located at 18 Theresienhoehe, Munich 12.

In urging U.S. firms to maintain exhibits at the show, the Consulate General

pointed out that there is no time limit on the maintenance of a stand.

The inside exhibition area is devoted to plastics and other chemical materials, stones and earths, metal products, wood products, glass and related products, doors and windows, and kitchen furniture and appliances.

Other building materials are exhibited in the outside area, among them special exhibits on construction methods and materials and prefabricated parts including prefabricated houses and prefabricated sections. Also included are prefabricated parts used in traditional construction such as tiles for terraces, swimming pools, and weekend or small houses.

The Consulate General reported that good business opportunities exist for U.S. exhibitors, especially in the field of prefabricated parts in prefabricated house construction.

LATEST IN MEDICAL EQUIPMENT: Doctors and interested citizens from Thailand and other Southeast Asia countries have had the opportunity for several weeks to see the latest in medical equipment at the current show at the U.S. Trade Center in Bangkok. Examining some of the equipment are Phra Bamras Naradura (left), Thailand Minister of Public Health, and Dr. Sombun Phong-Aksara (right), Deputy, Office of the Secretary of State, Ministry of Public Health. Behind them, left to right, are John Geyerman, Manager, U.S. Trade Center; Floyd Whittington, Counselor of Embassy for Economic Affairs, U.S. Embassy; and Dr. Prasong Chalyaratana, Bangkok Christian Hospital. The show runs until Sept. 8.

USA
UNITED STATES TRADE CENTERS

Schedule

LONDON

U.S. Dept. of Agriculture Exhibit: Oct. 1-25.

Medical and Surgical Supplies and Equipment: Nov. 8-30.

Children's Christmas Book Show: Dec. 12-21 (local agents of U.S. publishers).

Toys and Games: Jan. 22-Feb. 8, 1963.

FRANKFURT

Electrical Appliances: Nov. 14-Dec. 7.

Automotive Service Equipment: Jan. 8-25, 1963.

Toys and Games: Feb. 5-22, 1963.

BANGKOK

Medical, Dental, Surgical Equipment and Supplies: July 23-Sept. 8.

Automotive Service and Maintenance Equipment: Oct. 1-Nov. 2.

Farm Machinery and Equipment: Jan. 15-Feb. 15, 1963.

Latest in medical equipment seen at Bangkok show

Sales of display items total $6,800 at end of first week

Doctors and citizens in Thailand and Southeast Asia have had the opportunity to view the latest in medical equipment during the past several weeks.

The occasion is the exhibit of medical, dental and surgical supplies and equipment at the U.S. Trade Center in Bangkok. The show opened July 23 and will be held through Sept. 8.

The U.S. Embassy in Bangkok reported that after the first week definite sales of display items totaled approximately $6,800. Attendance during the same time was 954, with 228 registrations.

At the formal opening on July 23, Thailand's Minister of Public Health Phra Bamras Naradura called the exhibit a good opportunity for "doctors and citizens" to view the latest in medical equipment.

U.S. Charge d'Affairs Floyd L. Whittington, who acted as host for the opening, said the show provided "the greatest amount of medical equipment ever assembled under one roof in Southeast Asia." He said the event was possible because of the advances in medical equipment which resulted from cooperation between "doctors and industry in the United States."

Whittington expressed the hope that the exhibit "would merit the attention of all peoples in the medical profession in Southeast Asia."

The show occupies 2 full floors of the Trade Center building. Sixty U.S. firms are represented with attractive displays, and local and U.S. representatives of those firms are on hand to answer technical questions.

Construction equipment show set in Chicago

An International Construction Equipment Exposition (ICEE), described as one of the greatest events the construction equipment industry will experience, will be held in Chicago, Feb. 23-March 1, 1963.

Approximately 70,000 visitors are expected at the show in Navy Pier.

With the appointment of an advisory council composed of leading international equipment manufacturers and a growing list of exhibitors, the show management expects a space sellout by the end of September.

Additional information is available from ICEE Headquarters, 116 S. Michigan Ave., Chicago 3, Ill.

Industrial giant scheduled for Export 'E' award

Overseas business is profitable business for N.Y. organization

Ever since its incorporation in 1954, U.S. Industries, Inc. of New York has made a concerted effort to develop international trade.

Today, this giant manufacturing and distributing complex includes 14 divisions and overseas subsidiaries located from New York to Puerto Rico and Hawaii, and from England to Venezuela and the Philippine Republic.

Export sales of USI jumped from $17,687,000 in 1960 to $27,182,000 in 1961 with the prospect of a $30-million total for 1962.

For its demonstrated success in the export field, U.S. Industries, Inc. will receive President Kennedy's "E-for-Export" award at forthcoming ceremonies.

Railroad car pioneer

Back in 1897 USI was originally organized as Pressed Steel Car Co., Inc. For more than 50 years it made only one product—railroad cars—and pioneered in this field. To American railroading it introduced the first all-steel hopper and box cars and, after 1900, the first all-steel passenger cars.

The company decided to diversify its business in 1948-49 and a few years later closed its last freight-carbuilding plant and changed its name to U.S. Industries, Inc.

Today, USI manufactures in a broad product range: (1) metal fabricating, including presses and forging machines and automation equipment; (2) electronics, including automation machinery, teaching machines, and military and ground-support equipment; and (3) products used in the pumping and transmission of oil, water and gas.

Active overseas since 20's

Back in 1923 the old Pressed Steel Car Co. had acquired a prosperous Manilla-based organization that is now known as U.S. Industries Philippines, Inc. This firm distributed all kinds of road-building, agricultural, construction, and industrial equipment and has contributed consistently to the parent company's sales and earnings.

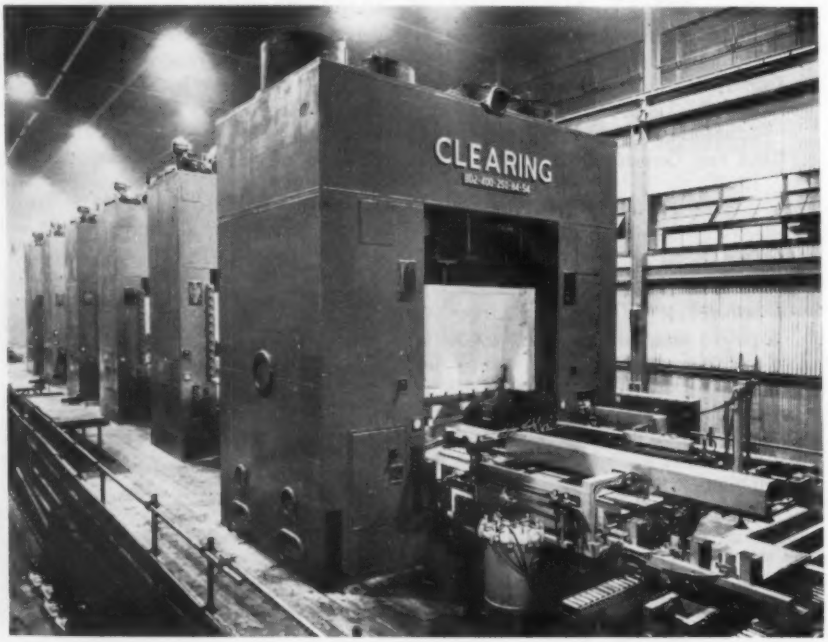
TRACTORS IN THE PHILIPPINES: A USI-distributorship put a Caterpillar D-9 to work for a timber firm.

Then in 1956 USI decided to penetrate overseas markets more strongly and acquired a West Indies firm which is now known as U.S. Industries Puerto Rico, Inc. This concern, which operates as does the Philippine concern, distributes many products including Caterpillar farm tractors and allied equipment and Mack trucks.

Other international moves followed. A Latin American company was purchased. Now known as U.S. Industries de Venezuela, S.A., this firm sells and services all sorts of oilfield equipment in Venezuela. This firm is a growing operation.

Later, the British firm, Burtonwood Engineering, Ltd. was acquired. This manufacturing subsidiary produces and services subsurface oilwell pumps, plastics machinery, high-pressure chemical fittings, hydraulic tailgate lifts for automotive vehicles, and automation equipment. The sales of this organization are growing steadily in Great Britain.

AUTOMATION FOR JAPANESE CARS: The first fully integrated automatic production line for turning out automobile fenders was shipped by a USI division in Chicago to the Nissan Motor Co., Ltd., Tokyo.



Recently, a separate subsidiary was set up in London which is responsible for sales, marketing, technical and management services, of all USI divisions and affiliates, and of other manufacturers as well.

Another phase of USI's overseas operations is its International Division headquartered in New York. This unit acts as a combination export manager, representing both independent companies and USI divisions. Its customers range from municipal governments to railroad, agricultural, industrial and construction companies.

USI plans to expand its international operations wherever possible. It believes the tremendous growth of the European and Japanese economies—and the growth potential of other world areas as well—make foreign activities good targets for a diversification program.

New products introduced

As USI develops new plants, it also introduces new industrial products into overseas markets. In 1961 one of these was an automated mechanical arm used in mass-production industries. The mechanical arm can be utilized wherever small components are used in product assemblies or for application of greases or solvents. The first unit was shipped to Italy this year.

Another new product in a new industry is the automated teaching machine which presents programmed learning for basic subjects. The teaching machine can be used in such fields as language study, sciences, and industrial methods training. Seven of these units were shipped abroad in 1961 and aggressive marketing will introduce this machine to additional overseas areas.

Dairy farm automation

Earlier, a program was set up for dairy farm automation which completely eliminates handling of milk from the cow to the processing plant. This equipment, which provides substantial benefits in speed, sanitation and cost control, includes automatic milking machines, pipe lines to channel the milk from machine to tank, and stainless steel bulk storage and cooling tanks, with automatic controls, and other equipment.

There was virtually no bulk cooling of milk done overseas in 1955. Farmers there even as some in the U.S. were cooling milk in cans and transporting the cans to the dairies. USI engineering and sales personnel worked with governments and individual dairies abroad to introduce the bulk concept. Now, automated equipment is in use in several Latin American markets and elsewhere.

Recently, the refrigerated bulk milk holding tanks were demonstrated at the International Trade Fair in Madrid. In addition, USI has been cited by the Commerce Department for its exhibits at other International Trade Fairs.

USI's latest activity consists of an international travel agency. The Six Continents Travel Service in New York was formed to promote tourism to the U.S. from abroad. A sister agency in London is also being considered.

Portland, Oregon concern wins 'E' in Washington

Commerce ceremonies held for forest products firm

The office of Secretary of Commerce Luther H. Hodges was the presentation scene for the 73d winner of an "E-for-Export" award on August 21.

The blue-and-white "E" pennant, signifying export excellence, was conferred on the Georgia-Pacific Corporation by Secretary Hodges. The firm's vice president for lumber sales and exports, Julian Cheatham, accepted the award, the second to an Oregon firm.

Oregon Senator Wayne Morse; Draper Daniels, National Export Coordinator; Georgia-Pacific Corporation officials; and members of the Executive Committee of the National Lumber Manufacturers Association, of which Mr. Cheatham is a member, attended the ceremony.

The citation to the Georgia-Pacific Corporation which Senator Morse read, at Secretary Hodges' invitation, cited the Oregon firm for carrying out an "imaginative and bold export policy which has resulted in substantial sales in foreign markets. Combining personal diplomacy with an aggressive export effort has enabled the corporation to meet competition successfully in more than 40 countries."

The pennant, reminiscent of the "E" flags awarded for excellence in defense production in the early 1940's, will fly above the firm's plants.

The award to the first Oregon "E" winner was made in May by Secretary Hodges to the Key Equipment Co. of Milton-Freewater, a manufacturer of food-processing equipment.

Patent research will be studied at Munich meet

Patent Commissioner Ladd serves on committee on cooperative retrieval to coordinate world-wide research

The development and adoption of standard procedures to implement a cooperative patent research program will be considered at a meeting to be held in Munich, Germany, September 3 to 8. The U.S. Patent Office will be represented by David L. Ladd, Commissioner.

The Ad Hoc Committee ICIREPAT (International Cooperation in Information Retrieval among Examining Patent Offices) was organized as a result of the discussions at the International Patent Office Workshop on Information Retrieval which was held in Washington, D. C. in 1961.

The purpose of this Committee is to plan a cooperative research program in information retrieval to coordinate the efforts of the participating patent offices.

The participants in the organization of ICIREPAT were the Patent Offices of Australia, Canada, Federal Republic of Germany, Japan, The Netherlands, Norway, Sweden, United Kingdom, the United States and The International Patent Institute. The Committee is at present under the Chairmanship of Mr. Werner Rubach, Director of the Technical Section of the German Patent Office.

A Steering Committee which has been making preliminary plans for ICIREPAT consists of Mr. Rubach, Dr. C. J. de Haan, President of The Netherlands Patent Office, Mr. L. F. W. Knight, Superintending Examiner of the United Kingdom Patent Office and Commissioner Ladd.

More recently the Patent Offices of Austria and Denmark have joined ICIREPAT and invitations have been extended to the Patent Offices of Brazil, Israel, and Mexico.

TEL AVIV FAIR ENDS

The first international commercial fair to be held in Tel Aviv, Israel, came to an end July 5. The management of the Near East International Trade Fair described the fair as a success and announced that plans are underway to hold a similar event in 1964.

World steel output at record levels in first half of 1962; U.S. exports exceed 1961 pace

U.S. production furnishes 28% of world's supply; Canada is best U.S. market; Pakistan is second best customer; Belgium-Luxembourg supply over 35% of U.S. steel purchases

World steel output in the first half of 1962 totaled approximately 193 million net tons, 5.8% more than in the same period a year ago and 2% more than the record output of 189 million tons in the corresponding period in 1960, according to the Commerce Department's Business and Defense Services Administration.

The high level of production was paced by the U.S. output, totaling 54 million tons in the first half, 20.6% more than the 45 million tons produced in the same period a year ago.

Output by the U.S. represented 28% of total world steel production, compared with 24.6% in the first half of 1961. Total production for the year is expected to reach about 100 million tons, slightly less than the annual rate in the first half, which was spurred in the early months by inventory buildup against the possibility of a strike.

Output in the U.S.S.R. in the first half of 1962 totaled 41.4 million tons, 7.6% more than the 38.5 million tons produced in the same period in 1961. However, the U.S.S.R.'s share of world production was virtually unchanged, accounting for 21.4% of total output for the period, slightly greater than in 1961.

Steel output in the European Coal and Steel Community in the first half of this year reached 40.1 million tons, 1.2 million tons less than in the same period in 1961. Increases in the Benelux countries as a group and in Italy were more than offset by declines in West Germany and France.

Steel output in Japan and the United Kingdom, fourth and fifth largest world steel producers, declined in the first half of 1962 from the same period a year ago. Japanese output fell from 14.6 million tons to 14.1 million tons; the United Kingdom from 13.7 million tons to 11.9 million tons. Table showing world production of steel ingots is appended.

Exports of steel mill products from the U.S. increased 5.3% to 158,000 tons in June; and imports dropped 11.7% in the same period.

Exports in June, totaling 8,000 tons more than in May and 12,000 tons more than in June 1961, brought the total for the first half of 1962 to 959,000 tons. This figure was higher than the 890,000 tons exported in the same period in 1961 but less than the 1.1 million tons exported in the last half of 1961.

Although sheets and strip and tin mill products remain the most popular export products, comprising 52% of exports in the first half of 1962, sales abroad of semi-finished shapes showed the greatest increase, rising to 116,000 tons from only 13,000 tons exported in the comparable period in 1961.

Canada is the leading foreign market for American steel products; it took 148,000 tons, or 18.4% of total exports of 801,000 tons, in the first 5 months of 1962 (latest compiled data). Sales to Canada were mainly structural shapes, plates, and steel sheets.

Expansion of steel-making capacity in Canada in recent years and competition from Western Europe and Japan have lowered exports by U.S. makers. Shipments to Canada in the first 5 months of 1961 totaled 184,000 tons, or 25% of total exports.

Pakistan's purchases of galvanized sheets and semifinished shapes and other products totaling 97,000 tons, or 12.1% of total exports, in the first 5 months of 1962, ranked it as the second largest U.S. foreign market. India followed closely with purchases totaling 76,000 tons, mainly sheets and tinplate. Sales to Pakistan and India are aided by U.S. financing.

Japan's purchases of semifinished shapes and other products totaled 48,000 tons, or 6% of total exports in the first 5 months of 1962.

Imports of steel mill products totaled 364,000 tons in June, 48,000 tons less than the 26-months high of 412,000 tons in May but still the second highest monthly tonnage since March 1960. Imports of steel mill products totaling 2 million tons in the first half of 1962 increased sharply over the 1.3 million tons imported in the same period in 1961. Concrete reinforcing bars, other bars and bar-size shapes, and steel pipe and tubing continue as the leading products imported.

Belgium-Luxembourg, supplying mainly concrete reinforcing bars, structural shapes, and barbed wire and wire nails, remained the principal source of imported steel. In the first 5 months of 1962, about 604,000 tons, or 35.7% of import shipments were from Belgium-Luxembourg.

Japan supplied wire rods, welded steel pipe and tubing, and wire nails and other products totaling 331,000 tons, or 19.6% of steel product imports.

German pipe

The 220,000 tons, or 13% of the total, supplied by West Germany included primarily welded steel pipe and tubing, wire rods, and concrete reinforcement bars.

France shipped mainly structural shapes, welded steel pipe and tubing, and concrete reinforcing bars, totaling 132,000 tons, or 7.7% of imports from all sources. Canada and the United Kingdom supplied most of the balance.

Imports of steel mill products accounted for 5% of the total new supply of steel available in the U.S., compared with 4.7% in the complete years of 1961 and 1960. In certain steel products the proportion supplied by imports is much greater. Exports represented 2.4% of industry shipments in the first 6 months of 1962, the same ratio as in the full year 1959 but below the 3% level in 1961 and 4.2% in 1960.

For the past 3 years and through the first half of this year, the U.S. has had, in terms of quantity, an adverse balance of trade in steel mill products. In terms of value, however, the trade has been favorable to the U.S., with the exception of strike-influenced 1959 and the first half of this year.

If imports continue for the balance of 1962 at the same rate as in the first 6 months, they will reach a total of slightly more than 4 million tons and will be second only to the peak of 4.4 million tons imported in 1959. Annual exports, at the January-June rate, would be approximately as high as the 1961 total of 2 million tons.

Commerce denies machine tools to Soviet bloc

Vetoes sale of $43 million in auto-making equipment to USSR and Czechoslovakia

Secretary of Commerce Luther H. Hodges has announced the Department's denial of approximately $43 million worth of machine tools for shipment to the USSR and Czechoslovakia.

The denials by the Department's Office of Export Control involved 112 export license applications covering machinery for production of automotive components and parts submitted by a number of U.S. machine tool manufacturers.

The applications had been pending action by the Department for several months while the machinery involved and its advanced capabilities were subjected to analysis, not only by technical experts but also at top policy levels within the Government. The action was taken after consultation and with the concurrence of other U.S. departments and agencies which advise the Secretary of Commerce under the Export Control Act.

Denial was based largely on the fact that equipment of this magnitude and advanced type would have contributed significantly to the automotive capacity of the bloc, and the automotive industry has an important role in military support.

While it is recognized that equipment similar to most of that covered by the license applications is or could be produced and sold by foreign manufacturers, their ability to deliver more than a few units in the near future is limited.

U.S. requests meeting of wool study group

The U.S. has requested a meeting of the Management Committee of the International Wool Study Group with a view to convening a plenary meeting of the Group in London soon. The plenary meeting would discuss present and future problems of trade in wool and wool textiles and the difficulties which these products face as a result of competition from other fibers and products.

The International Wool Study Group was established in 1946.

Columbus had it easier than Trade Missions

By Neil C. Hurley, Jr.

Chairman, National Export Expansion Council

Chicago, Illinois—Of all the glittering and myriad activities to increase foreign trade the Commerce Department's quick, earthy and icily practical United States Trade Missions provide some of the most dramatic results.

Recently about three hundred people, representing a cross section ranging from the most experienced companies to the most hesitant newcomer among Midwest exporters, gathered in a meeting room here on the lower floor of McCormick Place, filling it to capacity to listen to first hand reports from two U.S. Trade Missions —one just returned from England, another from Germany. Mission members were there to report on what companies in these countries want to buy or sell in the U.S.

"This thing works both ways," Bradley Murray told us during luncheon. "It's like washing windows. You've got to wipe both sides to see results."

Murray, director of the group that visited England, is a Special Assistant to the head of the Department's Bureau of International Business Operations, and an old hand at this sort of thing. He's been on previous missions to Iran, Afghanistan, Chile, Nigeria, Rhodesia and Burma.

"It's a great stimulant for American export when we return," he said. "You heard all of those questions this morning? Queen Isabella didn't ask Columbus that many when he came back the first time."

"Well, it's great, too, in the country you visit," Mr. Murray continued. "You sell America all of the time—our products, our skills, our way of life."

And, since trade does mean buying as well as selling, both missions, we learned, were welcomed like central heating, received a good press and met more businessmen than the bartender of the New York Athletic Club at noontime.

During the reporting sessions, the mission members sat at a speakers' table facing the audience, their coats listing hard to starboard with metals and lapel flags given them by the Chicago Association of Commerce and Industry.

Talk ranged everywhere from credit terms and the turnover tax in Germany, to the probability that England is soon to see an upsweep in color television. There were hundreds of inquiries. Information rolled around like marching units in a parade on the variety of products that would meet ready response and better ways to sell them.

The six man German mission in thirty-six days held over 335 business conferences from the seaport of Hamburg to the Black Forest of Bavaria, along the Rhine River, and right to The Wall.

The British mission spent only one week in London, then fanned out all the way from Southampton to Dundee.

Listening to these reports, one got the impression that this face to face, people to people, business to business approach to foreign trade would bring shudders to American Express, leading not to Alpine slopes nor the clubs of the West End, but through back streets to musty factories, draughty plants and the mammoth corridors of office buildings.

We did ask Mr. Murray if he had figured out the difference between the entrances to the public, private and saloon bars of the British pub.

His face went blank. "I don't know what you mean," he said.

A pretty hard working trade mission, if you asked us.

New NATO project opens in England

Bids invited for machinery, air conditioners, trucks, paintshop, electric equipment

A new NATO project in England, estimated cost over $163,000, has been opened to U.S. bidders.

The project covers supply, delivery, installation, and setting to work where necessary of equipment at a depot being built in the Dumbartonshire area of Scotland.

Separate tenders must be given for each section, and firms may tender for any or all of the sections.

Particulars are as follows:

Workshop machinery, including lathes, drills, milling machine, surface grinder, power hammer, hardness tester, and auxiliary plant; estimated cost $54,000.

Woodworking machinery, including bandsaw, planer, mortizer, and circular saw; estimated cost $5,600.

Paintshop equipment, including 6x6 ft. spray booth with air compressor, derusting tank, and degreasing tank; estimated cost $5,600.

Laundry machinery, comprising two small washing machines and one spin dryer; estimated cost $720.

Sewing machines, three, heavy duty; estimated cost $720.

Air compressors, two, small, with associated distributing mains; estimated cost $5,600.

Air-conditioning units, two, small, industrial types; estimated cost $4,480.

Electrical equipment, including 50/60 c., 50/400 c. and 50/22,000 c. frequency changers; estimated cost $22,400.

Fork lift trucks, 12 electrically operated, 4,000 lb., magazine type; estimated cost $61,600.

Hoist blocks, two of 1 ton, 5 of 5 cwt., magazine type; estimated cost $2,800.

Closing date for bids will be about Mar. 31, 1963.

Firms wishing to bid should express their interest by Oct. 1 to Director of Navy Contracts, Branch 9 (1), Admiralty Offices, Ensleigh, Bath, Somerset, enclosing a statement of financial resources, evidence of financial stability, and details of recent contracts completed for work of a comparable nature including an indication of the value.

All correspondence should bear the reference N.A.T.O. Common Infrastructure Slice VI, J.A. Mo. 3/Misc.

U.S. firms not already certified to participate in NATO bidding should send a résumé of their qualifications to the Trade Opportunities Staff, BDSA 111, Room 4016, Department of Commerce, Washington 25, D.C., as described in the brochure on the NATO international competitive bidding program, available from that staff.

Korea planning construction of cement-producing plant

Korea is planning to construct a 500-metric-ton-per-day dry process Portland cement-manufacturing plant near Tanyang in central Korea.

U.S. AID development loan funds amounting to $4,250,000 will help finance the project.

The George A. Fuller Co. has been engaged by Hyun Dai Construction Co., Ltd., of Seoul as consulting engineers and agents in procuring plant equipment, all to be of U.S. manufacture.

The plant will include quarrying, bulk storage, packaging, loading, and receiving facilities and a railroad spur.

A rotary type kiln, with a capacity of 500 metric tons or about 3,000 barrels a day of A.S.T.M. type I cement, will be installed with crushing, clay drying, and raw grinding facilities adequate to feed the kiln.

Covered storage facilities for about a 30-day supply of crushed limestone, clay, and clinker and about a 2-day supply of prepared raw mix for feed to the kiln will be provided.

Bulk storage facilities for about 42,000 barrels of finished cement, equivalent to 30 days of plant production, will be provided.

The plant will be capable of operating at least 300 days a year.

Handling facilities for finished products will include packing equipment, storage space for bagged cement, and loading facilities for shipping by rail and truck.

Primary fuel for the plant will be Korean anthracite coal, supplemented by imported bituminous coal or oil.

Further information may be obtained from the George A. Fuller Co., Gibraltar Life Building, Dallas, Tex.

Lubricating oil blending plant wanted for U.A.R.

The United Arab Republic is inviting bids for supply, erection, and delivery of one blending unit for lubricating oil at Suez.

The unit will blend 20,000 tons of lubricating oils a year and is comprised of blending tanks, pumps, and scales for blending and for filling 90,000 180 kg. drums/yr., 36,000 17 kg. tins/yr., 370,000 4 kg. cans/yr., 2 million 1 kg. cans/yr.

Quotation may be made for any of the following: supply and erection, supply only and supervision of erection, or supply with no responsibility for erection.

Bids should reach the Société Cooperative des Petroles, 94 Kasr el Aini St., Cairo, before Oct. 1.

Copies of the bid documents are available on loan from the General Industrial Equipment & Components Division, BDSA, Department of Commerce, Washington 25, D.C. (telephone: WOrth 7-5592).★

Electric power equipment wanted for India

Bids are being requested by India for four simple cycle, single shaft combustion gas turbines with a maximum capacity of 10,000 to 12,000 kw. and a synchronous 3-hp, 50 c., 11,000 v., 0.8 p.f. a.c. generator.

Bids should reach the Director General of Supplies & Disposals, New Delhi, India, by 10 a.m. (IST) Sept. 12.

Specifications are available at the India Supply Mission, 2536 Mass. Ave., NW., Washington 8, D.C., bid project V/3266-N/Gas Turbine Units/Andhra & Mysore, for $2.10, nonrefundable.

Chile invites tenders for hydroelectric plant

Bids are being requested by the Sanitary Board of Works for one 54 kv.-a. hydroelectric plant, c.i.f. Antofagasta, Chile.

Bids should be addressed to the Chief Engineer of Public Relations, Santiago—bid deadline 11 a.m. Sept. 14.

Specifications, in Spanish, are available on loan from the Power & Electrical Equipment Division, Room 4217, BDSA, Department of Commerce, Washington 25, D.C.

Pilot cables, boxes, angles wanted by Greek corporation

Three new Greek tenders, estimated to cost over $800,000, are open to U.S. bidders, as follows:

Pilot cables and boxes, estimated cost $78,000, bid deadline Sept. 9.

Mild steel angles and channels, estimated cost $28,000, bid deadline Sept. 21.

22 kv. cables and boxes, bid deadline Oct. 2.

In case of award of any of these tenders to a U.S. firm, the procurement will be charged against an AID procurement authorization.

Bids should be submitted to the Public Power Corp. (PPC), Athens-Piraeus Division, 4 Korai St., Athens.

Copies of specifications, including bidding instructions, are available on loan from the Trade Opportunities Staff, BDSA, Room 4016, Department of Commerce, Washington 25, D.C.

Iraq invites tenders for water supply works

Bids are being invited by Iraq for construction of the Karmet Water Supply Works in Karmet Town, Ramadi Liwa.

Tender 69 calls for bids on the supply of materials, plant and accessories, and construction and initial operation of the project.

Specifications may be obtained from the Directorate General of Planning & Accounts, Ministry of Municipalities, Baghdad, for $28 (10 dinars).

Bids must be submitted by Oct. 20 to the Secretary, Purchasing & Tendering Committee, Ministry of Municipalities, Baghdad.

A copy of the terms and specifications is available for examination to firms located in the U.S. at the Building Materials & Construction Industries Division, BDSA, Washington 25, D.C.

Paper pulp mill machinery wanted by Vietnamese firm

Bids are being invited for 20 items of machinery and equipment for a rice-straw and bagasse paper pulp mill in Viet-Nam.

The largely government financed firm Cogido plans to produce 30 tons daily (expandable, by modifications, to 60 tons), to supply all the pulp requirements of its paper factory.

The Italian firm Sindacato Cellulosa Pomilio holds a management contract for Cogido, supplies the top technical staff, and holds an engineering contract for the pulp mill, which will use a patented Pomilio process.

Bid deadline is Oct. 17.

Specifications are available from the General Industrial Equipment & Components Division, BDSA, Department of Commerce, Washington 25, D.C. (telephone: WOrth 7-5589).

U.A.R. invites offers for floating hotels

The U.A.R. Tourist Administration is inviting quotations and descriptive literature on seven floating hotels (river boats), two to be purchased during the present fiscal year, the remaining five within the next five years as funds become available.

They will be used to transport tourists on the Nile River between Cairo and Aswan, and will be completely air conditioned and have about 75 rooms as well as kitchen, restaurant, and bar.

Interested firms may write Moustafa Mohamed Mahfouz, Business & Engineering Consultants, P.O. Box 542, Cairo.

Drawings of the desired layout of the floating hotels are available on loan from the Trade Opportunities Staff, BDSA, Room 4016, Department of Commerce, Washington 25, D.C.

Bridge construction bids invited by South Africa

South Africa is inviting bids for design and construction of a bridge on the main north coast road near Mtubatuba, Natal.

The period for compliance under the contract is 21 months.

Documents and specifications may be obtained for $5.60 (4 rands), including airmail postage, from the Chief Engineer, Natal Roads Dept., P.O. Box 417, Pietermaritzburg, Natal, Republic of South Africa.

Correspondence should include reference to tender B 124/62.

No other information on this project is available in the Department of Commerce.

Microwave link bids invited by Sudan

The Ministry of Communications, Department of Posts & Telegraphs of the Republic of Sudan, is inviting bids for equipment to provide a single-hop unidirectional microwave link between a shortwave receiving station and telegraph and telephone terminal equipment.

The microwave link will be required to carry 12 telephone channels with provision for 12 more channels to be added later.

The equipment should operate in the 4,000 mc./s band, but other frequencies will be considered.

Bid deadline is noon Sept. 22, tender 100.

Specifications and detailed bidding instructions may be reviewed in the Electronics Division, BDSA, Department of Commerce, Washington 25, D.C.

India invites bids for microscopes

India is inviting bids for various types of laboratory microscopes and microphotographic apparatus, plus such accessories as balances, calipers, stopwatch, and tally counters.

Items covered by tender SE-540/M are restricted to equipment of U.S. origin.

Bid deadline is Sept. 13.

Bids should be submitted to India Supply Mission, 2536 Mass. Ave., NW., Washington 8, D.C., where tender forms, including specifications, are available free.

All correspondence should quote tender number.

Greece invites bids for transformers

Greece is requesting bids for 7,400 instrument transformers, outdoor type, estimated value $309,000.

If a bid is awarded a U.S. firm, the procurement will be charged against an AID procurement authorization.

Bids should be submitted to the Public Power Corp., 30 Chalkokondyli St., Athens, by Sept. 14.

Specifications are available for review at the Power & Electrical Equipment Division, BDSA, Room 4217, Department of Commerce, Washington 25, D.C.

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classifications. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington 25, D.C.

Every effort is made to include only firms or individuals with a good reputation; the Department of Commerce, however, cannot be responsible for any resultant trade relations.

(★) indicates additional information on the export, import or international representation opportunities may be borrowed by U.S. firms in this country from the Trade Opportunities Staff, Business and Defense Services Administration, U.S. Department of Commerce, Washington 25, D.C.; telephone WO 7-4675.

(★★) indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be acquired by writing International Activities Staff, Attention E. Craig Wilton, BDSA, U.S. Department of Commerce. NCIA following indicates no commercial information available.

(☆) indicates tenders invited by foreign borrowers under Agency for International Development (AID) loans.

(●) indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by U.S. firms in this country from BDSA; telephone numbers indicated. To avoid delay, requests for loan material should include country and commodity.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Commedical Intelligence Division, BIBO, U.S. Department of Commerce. The date following the letters WTD refers to the date of issuance of the report.

019 Miscellaneous Commercial Farm Products

Germany

Grass, clover seeds. Requests replies in German. Feldsaaten S. Freudenberger (importing distributor, wholesaler), 5 Hochstadenstrasse, Krefeld-Uerdingen, WTD 7/3/62.

Clover, grass, dried bean, pea seeds. Requests replies in German. Rheinische Samtgut Gesellschaft mbH (grower, importer, wholesaler of seeds, bulbs), 14 Wilhelmstrasse, Euskirchen/Rhld. WTD 7/10/62.

Grass, clover, coppice seeds. Requests replies in German. Hermann Will & Co. K.G. (importing distributor), 19a Frohlinderstrasse, Dortmund-Kirchlinde. WTD 6/28/62.

Vegetable, flower seeds; flower bulbs of all kinds. Roepling & Zoernitz (importer, wholesaler, retailer), 36 Kleiner Werth, Wuppertal-Barmen. WTD 7/5/62.

Seeds, bulbs of all kinds. Direct purchase and agent. Requests replies in German. Westdeutsche Samenhandlung Gebr. Kalifelz (importing distributor, exporter, wholesaler, retailer), 11-15 Kleinmarschierstrasse, Aachen. WTD 7/3/62.

201 Poultry, Small Game Dressing, Packing

Germany

Frozen poultry, according to agreement. Werner Warnoke (manufacturer, importer), Zietrnstrasse 45/47, Bremen.

Poultry: Fryers; fowls; turkeys; poultry, turkey parts. Leo Ringel (importer, wholesaler), 10-14 Holzwiesenstrasse, Nuernberg. WTD 7/2/62.

202 Natural Cheese

Canada

Cheese; 100 cases each containing 2 10-lb. wheels; repeat orders will follow; top quality. P. Tosi & Co. (importing distributor), 624 Main St., Vancouver, B.C.

203 Canning, Preserving Fruits, Vegetables, Seafoods

Canada

Preserved artichokes, carrots; artichoke bottoms, 105 fluid oz.; small baby carrots, 105 fluid oz.; frog legs, deep-frozen bullfrog legs. Far-Met Importers, Ltd. (importer, manufacturer's agent), 906 Cardero St., Vancouver 5, B.C.

France

Canned foods. Requests replies in French. N. P. Paquet Freres (importing distributor), 94 blvd. des Dames, Marseille. WTD 7/23/62.

Canned soups, vegetables, fruits, other packaged foods of standard quality; also inexpensive typically American food products. Société Georges Lesieur & ses Fils (manufacturer), 59 rue du Rocher, Paris 8e.

Germany

Frozen foods, such as eggs; c.i.f. or c. & f. European port. Leo Ringel (importer, wholesaler), 10-14 Holzwiesenstrasse, Nuernberg, WTD 7/2/62.

Guinea

Frozen foods: Meats, vegetables, dairy products. Requests replies in French, German. Escales & Cie. (importer), B.P. 753, Conakry.

204 Prepared Feeds for Animals, Fowl

Libya

Barley, corn, beans, grain sorghums, other grain fodder for dairy cows; 5,000 tons; c.i.f. Helipolis Farms (importer, exporter), P.O. Box 632, Tripoli. WTD 7/18/62.

Netherlands Antilles

Poultry feeds; prefers nationally advertised brand available in carload lots, 2-4 a month. Emanuel Stanislaue Vieira (importer, distributor), 14 Santa Cruz, Aruba.

207 Confectionery, Related Products

Canada

Rum babas, crepes suzettes, canned; top quality only; quantity will vary with repeat orders. Far-Met Importers, Ltd. (importer, manufacturer's agent), 906 Cardero St., Vancouver 5, B.C. WTD 7/24/62.

Germany

Candy novelties, candies, chocolate. Direct purchase and agent. Requests replies in German. Anton Mader, Suesswarengrosshandel (importer, wholesaler, manufacturer's agent), P.O. Box 231, Goeppingen/Wuertt.

208 Beverage Industry Products

Germany

Alcoholic beverages: Liqueurs, liquors. Direct purchase and agent. Requests replies in German. Anton Mader, Suesswarengrosshandel (importer, wholesaler, manufacturer's agent), P.O. Box 231, Goeppingen/Wuerttemberg.

Cola base for production of soft drinks. Bionaris GmbH (manufacturer), Parallelweg 14, Bremen.

Guinea

Raw materials, instructions for making soft drinks, including tonic, cola, fruit juices; fruit juice extracts, concentrates. Requests replies in French. Diallo El Hadj Yaya (manufacturer, retailer, wholesaler), B.P. 1093, Conakry.

Ireland

Malting barley for use in beer, whisky. Seed Distributors (distributors of seeds, fertilizers, agricultural chemicals), 4-5 Beresford St., Dublin 7.

209 Miscellaneous Food Preparations, Related Products

France

Soybeans, soya oil. Unipol (Union des Industries de Produits Oléagineux) (manufacturer), 13 rue Roux de Brignoles, Marseille, 6éme. WTD 7/27/61.

221 Broad Woven Fabric Mill Products, Cotton

Ceylon

● Canvas: Cotton unbleached, 20,000 yd., 36 in., 18 oz. in rolls of 40 yd.; canvas, waterproof, khaki, for motor hoods, nonshrinkable, 5,000 yd., 72 in., 32 oz. in rolls of 25 yd.; waterproof, olive green, for tarpaulin covers, 6,000 yd., mildew proof, 32 oz. in rolls of 25 yd.; cotton, orange color, 10,000 yd., 36 in., 18 oz. in rolls of 40

yd. Bid deadline Oct. 2. Chairman, Tender Board, Ministry of Finance, P.O. Box 500, Colombo. Copies of tender notice available from Embassy of Ceylon, 2148 Wyoming Ave. NW., Washington 8, D.C.★ (Telephone: WOrth 2-4294)

France

Denim, blue-jean fabrics. Requests replies in French. Ets. Albert Masurel & Cie. Cotton fabric (manufacturer), 63 rue Jacquare, Rsubaix (Nord).

222 Broad Woven Fabric Mill Products; Manmade Fiber, Silk

France

Fabrics, all kinds. Ets. Wolf & Decourtis (importing distributor), 6 rue Vivienne, Paris 2e.

Germany

Fabrics: Dacron, nylon, cotton; nylon net, satin, marquisettes. Kurt Vettermann KG. (manufacturer), P.O. Box 228, Ettlingenweier, Post Ettlingen/Baden. WTD 7/10/62.

223 Broad Woven Fabric Mill Products, Wool

Germany

Women's, men's pure wool fabrics (worsted, carded yarns); mixtures of wool, synthetics. Classic Bekleidungswerke Kemper KG (manufacturer, exporter), Zeppelinailes, Gelsenkirchen. WTD 7/10 62.

224 Narrow Fabric, Other Smallwares Mill Products

Germany

Nylon taffeta, printed. Requests replies in German. Lise Zwicker KG (manufacturer), 33/36 Lutzowstrasse, Berlin W 35. WTD 7/9/62.

225 Knitting Mill Products

Denmark

Ladies' hosiery. Erling Kirboe (importing distributor, manufacturer), 19 Manenvej, Birkerd. WTD 7/13/62.

Germany

Women's, men's knitwear. Requests replies in German. Rudolf Mahnert (importing distributor), 57 Am Wehrhahn, Duessendorf. WTD 7/10/62.

226 Dyeing, Finishing Textiles

France

Textile fabrics, all kinds. Direct purchase and agent. Société Nouvelle des Textiles (manufacturer), 4 rue Papillon, Paris 9e.

Germany

Synthetic fiber yarns: Polyester, polyacryl, polyamide yarns; natural, mixed with other fibers. Direct purchase and agent. Curt Brietfeld (importer, sales agent), 13 Bahnhofstrasse, Hof/Saale. WTD 6/29/62.

228 Yarn, Thread Mill Products

France

New synthetic textile staples, yarns for clothing industry. Gilbert Freres & Cie. (dealer), 37 rue Taitbout, Paris 9e. WTD 4/27/62.

Germany

Textile waste (remnants); cotton remnants, all types (linters, combers, strips); wool waste (spinning, combing, weaving remnants); cotton wiping cloths (cut, white, colored). Direct purchase and agent. Curt Breitfeld (importer, sales agent), 13 Bahnhofstrasse, Hof/Saale. WTD 6/29/62.

229 Miscellaneous Textile Goods

Ceylon

● Cotton waste, colored, 75 tons, packed in pressed bales, 3-4 cut. Bid deadline Sept. 12. Chairman, Tender Board, Ceylon Transport Board, Narahenpita, Colombo. ★ (Telephone: WOrth 2-4294)

Germany

Fusible interlining, lace, tulle, starched tulle. Requests replies in German. H.W. Feldheim & Co. (importing distributor), 3 Clausewitzstrasse, Berlin-Charlottenburg. WTD 7/6/62.

Woolen, synthetic bathing suits; dry goods, clothing. Direct purchase and agent. Heinz Metz (importing distributor, manufacturer's agent), Besenbinderhof 37, Hamburg 1.

Sudan

● Grain sacks: 15,100 bales, 45 x 30 in., ex 3¼ lb. 60 x 30 in. majenta stripe, tar sewn (300 sacks per bale); 6,130 bales, 3 lb., cotton packs, 83 x 45 in. (250 packs per bale); 1,242 bales, hessian, 40 in. wide, 10 oz. per yd. (2,000 yd. per bale); 550 bales, hessian, 30 in. wide, ex 40 in. above. (2,000 yd. per bale); 36,800 lb. sisal twine; 16½ tons hemp twine. Bid deadline Aug. 30. Assistant General Manager, Sudan Gezira Board, Barakat.★ (Telephone: WOrth 2-4294)

230 Apparel, Other Finished Products

United Kingdom

★★ Women's dresses; women's, men's coats, suits, shirts, slacks, knitted pullovers. Agency only. Mulder, Ltd., 25 Harley St., London, W.1.

231 Men's, Youths', Boys' Suits, Coats, Overcoats

Aden

Textile wearing apparel, readymade shirts, underwear, sportswear; cotton, synthetics. Samarinda Co. (importer), P.O. Box 738, Crater. WTD 7/16/62.

232 Athletic Clothing

Iraq

● Track suits, 200; shirts, various in colors for football, 4,000; shirts, various in colors for goalkeeper, 50; shirts, various in colors for basketball, volleyball, 1,500; shorts for basketball, volleyball, 1,500; socks for football, different colors, 4,000; skin protectors for football, 100 pairs; leg protectors for hockey goalkeepers, 10 pairs; swimming shorts, 200; white shorts, 4,000; knee protectors, 75; ankle protectors, 75; supporters, 75. Tender supply 51/62. Bid deadline Sept. 5. Director of Contracts & Purchases, Ministry of Defense, Baghdad.★ (Telephone: WOrth 2-4294)

233 Blouses, Waists, Shirts, Dresses

British Guiana

Readymade clothing, particularly women's: Dresses, blouses, skirts, underclothing. Sandbach, Parker & Co., Ltd. (importing distributor, manufacturer, commission merchant), 43/46 Water St., George-Town. Attention: N. C. E. Hemery. WTD 6/9/61.

234 Women's, Misses', Children's, Infants' Undergarments

Denmark

Ladies' underwear: Slips, bras, corsets, nightgowns, related articles; nylon, cotton; for department store sale. Erling Kirboe (importing distributor, manufacturer), 19 Manenvej, Birkerd. WTD 7/13/62.

238 Miscellaneous Apparel, Accessories

Honduras

Leather, plastic belting materials. Bernardo Alonso (export-import merchant) 6a. Calle 310, Tegucigalpa.

242 Sawmill, Planing Mill Products

Australia

Timber: Oregon, boxwood, sugar pine. Lee McKeand & Son Pty., Ltd. (importer, manufacturer's agent, broker), 53-55 Commercial Rd., P.O. Box 84, South Yarra, Melbourne. WTD 5/3/62.

France

Wood for manufacturing household furniture. Requests replies in French. Société d'Exploitation des Ets. Castellaneta (manufacturer), 18 rue Titon, Paris 11e.

Wood, any kind, for manufacturing household furniture. Requests replies in French. Ets. Albert Lejeune (manufacturer), 116 rue des Pyrénées, Paris 20e.

Wood for manufacturing furniture. Requests replies in French. Moubles Lestant (manufacturer), Villefranche s/Cher, Loir-a-Cher.

Wood, all kinds, for manufacturing office, shop furniture. Requests replies in French. Ets. Seigneur-Société des Moubles Préfabriqués Français (manufacturer), 43 rue de Rennes, Paris.

251 Household Furniture

France

Kitchen furniture, related articles; modern style. Direct purchase and agent. Comera (manufacturer), 99 rue de Saint-Leu, Montmagny, Seine & Cise.

Household furniture. Ets. Seigneur-Société des Moubles Préfabriqués Français (furniture), 43 rue de Rennes, Paris.

Furniture, any kind. Requests replies in French. Thonet Freres (manufacturer, importer, exporter), 137 rue du Mont-Cenis, Paris 18e.

Modern style furniture, decoration articles. Requests replies in French. Ets. A. Magnani & Fils (manufacturer), 34 bis rue de Reuilly, Paris 12e.

Living-room, bedroom furniture, including seats, sofas; modern style. Direct purchase and agent. Ets. J. Valler Stourme & Cie. (manufacturer), Caestre Nord.

Germany

Seating furniture, particularly chairs (wooden, steel, upholstered), for all purposes. Direct purchase and agent. Stuhl-Heckes GmbH (wholesaler, importer), 96-98 Mercatorstrasse, Duisburg. WTD 7/3/62.

253 Public Building, Related Furniture

Germany

Tables of all types for canteens, restaurants, hotels, cafeterias, libraries. Direct purchase and agent. Stuhl-Heckes GmbH

(wholesaler, importer), 96-98 Mercatorstrasse, Duisburg. WTD 7/3/62.

254 Partitions, Shelving, Lockers, Office, Store Fixtures

France

Display equipment, accessories for shops. Ets. Adler (manufacturer, dealer in glass working tools), 102 Faubourg St-Denis, Paris 10e. WTD 6/8/62.

Display accessories in tubing (round, square, oval section), perforated panels. Direct purchase or agent. Requests replies in French. I.D. De France (manufacturer), 22 ave. de la République, Paris 11e. WTD 6/12/62.

262 Paper Mill, Except Building Paper Mill, Products

Germany

Wallpaper of all kinds, first class quality. Requests replies in German. Josef Klein, Tapeten-Linoleum (wholesaler, retailer), 35 Elberfelder Strasse or 861 Postfach, Hagen/W. WTD 7/3/62.

275 Commercial Printing

Belgium

Decalcomanias, dry transfer type. Direct purchase and agent. Andre Gevaert, (manufacturer's, sales agent), 4 Henri Pirennelaan, Gentbrugge. WTD 7/18/62.

281 Industrial Inorganic, Organic Chemicals

Ceylon

● Textile dyes, chemicals. Bid deadline Sept. 21. Chairman, Tender Board, Ministry of Industries, Home & Cultural Affairs, P.O. Box 552, Colombo 7. Cable: MINDUSHOM, Colombo.★ (WOrth 7-2090)

France

Chemical salt producing metal-cleaning acid when dissolved in water. Société de Metaux Dentaires (manufacturer of metal dental supplies, importer, exporter, wholesaler, retailer), 4 rue de Rome, Paris.

Iraq

● Alum (commercial aluminum sulfate, $Al_2SO_4 \cdot 17H_2O$), 960,000 lb.; aluminum oxide (Al_2O_3) content 14.5-17.5%, for Daura Refinery. Tender 25/62. Bid deadline Sept. 15. Director General, Government Oil Refineries Administration, Ministry of Oil, Head of Tenders Committee (G.O.R.A.), Baghdad.★ (Telephone WO 7-3468)

● Caustic soda, solid, 99%, 700 long tons, in steel drums of 160/400 kg. Tender 31/62. Bid deadline Sept. 18. Director General, Government Oil Refineries Administration, Ministry of Oil, Baghdad.★ (Telephone WO 7-3465)

282 Plastic Materials, Synthetic Resins, Rubber, Other Manmade Fibers

Germany

Plastic household goods, depending on offer. J. G. Lorey Sohn Nachf. (importer, retailer), 16 Schillerstrasse, Franfurt/Main.

283 Pharmaceutical Preparations

Germany

Pharmaceutical preparations, medicines; homeopathic, biochemical. Hans Stumpf (importer, exporter, wholesaler, commission merchant, manufacturer's agent), 173 Duesseldorfer Landstrasse, (41) Duisburg-Buchholz. WTD 6/26/59.

284 Soap, Detergents, Cleaning Preparations, Perfumes, Cosmetics, Other Toilet Preparations

Belgium

Chemicals for laundry, drycleaning, textile industries. Direct purchase and agent. P. C. Drophar, S.A. (importer, sales agent), 64 Churchillaan, Schoten, WTD 7/18/62.

Germany

Cosmetics. Hans Stumpf (importer, exporter, wholesaler, commission merchant, manufacturer's agent), 173 Duesseldorfer Landstrasse, (41) Duisburg-Buchholz. WTD 6/26/59.

285 Paints, Varnishes, Lacquers, Enamels, Related Products

Iraq

● Paint, 1,500 imperial gal., final coating, white, exterior and interior; primer, 500 imperial gal., white. Bid deadline Sept. 12. Office of Director General, Iraqui Republican Railroads. Baghdad. ★ (WOrth 7-3512)

289 Miscellaneous Chemical Products

Ireland

Edible gelatine for use as jellying agent, especially in table jellies. George Richmond & Co., Ltd. (manufacturer of processed foods), Jamestown Rd., Finglas, Dublin.

301 Tires, Tubes

Iraq

● Tires, 1,000; tubes, 1,560. Tender Y/28/7. Director General of Government Purchasing Board, Government of Iraq, Baghdad. ★ (Telephone: WOrth 7-3381)

307 Miscellaneous Plastics Products

Australia

● Supply, installation of 14 in. internal diam. polyvinyl chloride, polyester resin fiber-glass effluent pipeline, approx. 3 miles long leading from Laporte Titanium Pty., Ltd., factory area, Bunbury, to ocean. Bid deadline Oct. 2. Contract Officer, Public Works Dept., St. George's Pl., Perth. Specifications, drawings also available from office of Agent General for Western Australia, Savoy House, The Strand, London, for $14.

Germany

Plastic toilet seats, baby toilet seats attachable to regular toilets. Direct purchase and agent. Albert Lischke (manufacturer's agent), 36 Schubertstrasse, Ettlingen/Baden.

314 Footwear Except Rubber

Netherlands

Shoes, slippers; all price ranges; for children, ladies, men. Direct purchase and agent. Sitters & Zoon (manufacturer's agent), 5 Den Burghstraat, Voorburg.

317 Handbags, Other Personal Leather Goods

Ireland

Small leather goods, leather novelties. Deirdre Leather Goods (importing distributor), 18 Wynfield Rd., Rathmines.

323 Glass Products

Germany

Glassware: automatically produced drinking glasses for various types of beverages (juices, alcoholic), other table glassware such as bowls, plates, dishes, cups. Direct purchase and agent. Porzellan-Verkaufskontor Mannheim, Klett-Loch & Schmitt KG (importer, exporter, wholesaler, manufacturer's agent), 90 Mannheimer Strasse, Mannheim-Kaefertal.

326 Pottery, Related Products

Bermuda

Hotel, restaurant appliances. Direct purchase and agent. Ll. Newton Butterfield Construction Co. (importing distributor, manufacturer, commission merchant), Hamilton. WTD 1/23/62.

331 Steel Mill Products

India

☆ Seamless black mild steel tubes, to specification ASTM A120-57T, grade B, 20 ft. with plain ends; quotations c.&f. basis. Loan 217. IL#A-597002/61/AU-DW. Ref. 65(6)/62-AID(1). Bid deadline Sept. 10. M/s Joyoti, Ltd., P.O. Chemical Industries, Baroda. Cable: JYOTIPUMPS, Baroda.★

Pakistan

☆ Bright steel nail wire, commercial quality, BWG 8, 9, 10, 12, 13, 14, 15. Loan 7; U.S. source, S/A RM 038880. Credit amount, $33,075. Bid deadline Sept. 11. United Pakistan Industries, 337 Dewan Bazar, Chittagong.

☆ CRCA mild steel sheets, sizes 6 x 3 ft., 8 x 4 ft., BG 18, 20; hot rolled mild steel plates, 8 x 4 ft. x ⅛ in.; Z section ⅜ x ⅛ in.; box section ¾ x ⅛ in.; mild steel equal angles 1¼ x 1¼ x ¼ in.; ¾ x ¾ x¼ in.; mild steel tees, ¾ x ¾ x ⅛ in. Loan 7; U.S. source. S/A RM 038914. Credit amount, $7,980. Bid deadline Sept. 11. Evergreen Industries, 4/9 English Rd., Dacca.

☆ Mild steel billets, price quality SAE 1020, having 28/32 in. tensile strength, min. 20% elongation; sulfur, phosphorus, each 0-06 max., with works test certificate, heat and case number stamped on each billet, lengths over 12 ft. Loan 7; U.S. source. S/A RM 038930. Credit amount, $60,952. Bid deadline Sept. 11. Dacca Rerolling Mills, 201/2 I/A Tejgaon, Dacca. Cable: BILLETS.

U.A.R. (Cairo)

☆ Electrolytic tinplate waste waste, 3,000 tons, assorted to 1 size, base weight per skid, size 18 x 24 m., 20 x 28 and larger, base weight 75/107 lb., coating 0.25 lb. and better, bright finish, soft commercial temper without pinholes, original mill packing; coke waste tinplate, 1,000 tons, assorted to 1 size, base weight per skid, size 18 x 24, 20 x 28 and larger, base weight, 75/107 lb., coating 1.25 lb., bright finish, soft commercial temper without pinholes. Loan 27; U.S. source. Bid deadline Nov. 15. Misr. Foreign Trade Co., 7 Talaat Harb St., Cairo (Cable: MISROCOMEX), where quotations must be sent directly.

335 Rolling, Drawing, Extruding Nonferrous Metals

Honduras

Silk-lined copper wire for TV coils; quotations requested on medium nos. 2 and 3 grade for min. quantities. Bernardo Alonso (import-export merchant), 6a Calle 310, Tegucigalpa.

342 Cutlery, Handtools, General Hardware

Germany

Do-it-yourself tools, machinery of all sorts. Direct purchase and agent. Kellermann & Co. (importing distributor, exporter), 5678 Tento-Rhld. 71. WTD 7/11/62.

Honduras

Handtools; quotations requested on medium or nos. 2 and 3 grade for min. quantities. Bernardo Alonso (export-import merchant), 6a Calle 310, Tegucigalpa.

India

☆ Garage tools; automobile brake parts; motor vehicle parts, universal joint kits, 570. Loan 217; U.S. source. IL E-334651/DLF/61/EI/CCI. Ref. 60(12)/62-AID(1). Bid deadline Sept. 20. India Motor Parts & Accessories, Ltd., P.O. Box 2422, 1/155 Mount Rd., Madras 2. Cable: INDIAMOTOR. Lists of tools.★

344 Fabricated Platework

India

☆ Vertical economizer for boiler, 288 tubes each 9 ft. long arranged in 36 secs. of 8 tubes in 3 groups. Loan 157; U.S. source. IL 990190/DLF-157/HQ/61/HQ/CG.III. Ref. 4(57)/62-AID.II. Bid deadline Sept 15. J.K. Rayon, Kamla Tower, Kanpur. Cable: RAYON.★

346 Metal Stampings

British Guiana

Redford auto parts. Direct purchase and agent. N.K. Damil & Co. (importing distributor, manufacturer, manufacturer's agent), P.O. Box 457, Georgetown. WTD 6/22/62.

Honduras

Nonelectrical kitchenware, automotive novelty accessories; quotations requested on medium or nos. 2 and 3 grade for min. quantities. Bernardo Alonso (export-import merchant), 6a Calle 310, Tegucigalpa.

Sweden

Kitchen utensils. Eskilstuna Jernmanufactur AB (importing distributor, manufacturer), Eskilstuna. WTD 2/25/58.

347 Coating, Engraving, Related Services

Ireland

Electroplating plant, rectifying equipment. Metalex & Co. (metal finishers), St. James Court, Limerick.

349 Miscellaneous Fabricated Metal Products

Belgium

All kinds of stainless-steel householdware. Representation, direct purchase, and agent. Aluminum Moderne S.A. (manufacturer), 348 rue de l'Orme, Vilvorde. WTD 6/29/62.

349 Valves, Pipe Fittings

Iraq

● Steel pipe fittings, approx. 2,000 pieces. Tender Tawzee 38/1962. Bid deadline Oct. 10. Flanges, pipe fittings, approx. 5,000, varying sizes. Tender Tawzee 37/1962. Bid deadline Sept. 30. Tender documents may be obtained for $2.80 each, plus $.70 airmail charges. Administration of Distribution of Oil Products, Stores & Transport Dept., P.O. Box 302, Baghdad.★ (Telephone: WOrth 7-5592)

United Kingdom

★★ Valves, air-conditioning, heating. Agency only. Allied International Co., Ltd., 59/61 Union St., London, S.E.1.

352 Farm Machinery, Equipment

Germany

Hand, power operated garden implements, such as lawnmowers, garden sprayers, sprinklers. Requests replies in German. Direct purchase and agent. Westdeutsche Samenhandlung Gebr. Kallfelz. WTD 7/3/62.

353 Construction Machinery, Equipment

Germany

Spare parts for automotive, earthmoving equipment such as diesel motor parts, fuel injection equipment, hydraulic equipment. Tractortecnic Gebrueder Kulenkampff & Co. (manufacturer), 15-16 Altenwall, Bremen. Attention: Mr. Harder. WTD 5/10/62.

Conveying equipment, conveyors, hoists, elevators, similar industrial equipment. Goro Mashinenbau GmbH (importing distributor), Liebigstrasse 1, Hamburg 48.

India

☆ Diesel crawler tractor, powered by 4-stroke c. turbo-charged diesel engine developing 235 hp. at flywheel at 1,240 r.p.m. with independent petrol starting engine, electric engine starter. Loan 157; U.S. source. IL#990307/DLF-157/61. Ref. 41(334)/61-AID.II. Bid deadline Sept. 16. Shri Ram Mining Co., Supra, Via Londa., N. Kanara.★

United Kingdom

★★ Hoisting equipment. Agency only. Globe Pneumatic Engineering Co., Ltd., Ashton Rd., Harold Hill, Romford, Essex.

★★ Overhead conveyors for handling beef, port. Everton Engineering, Ltd., Whitehouse, Newtownabbey, Northern Ireland.

354 Metalworking Machinery, Equipment

Germany

Small grinding, boring, drilling machines. Direct purchase and agent. Karl Nicolay (manufacturer, exporter, agent), P.O. Box 371, Fellbach/Wuerttemberg. WTD 5/16/62.

Machine tools of all kinds. Hans Stumpf (importer, exporter, wholesaler, commission merchant, manufacturer's agent), 173 Duesseldorfer Landstrasse, (41) Duisburg-Buchholz. WTD 6/26/59.

United Kingdom

★★ Machines related to new methods of sheet metal fabrication, for forming, seaming elbows for circular ducts. Everton Engineering, Ltd., Whitehouse, Newtownabbey, Northern Ireland.

★★ Portable power tools. Globe Pneumatic Engineering Co., Ltd., Ashton Rd., Harold Hill, Romford, Essex.

★★ Small, medium power tools. Northern Ireland Merchandisers, Ltd., division of A. V. Cramsie (Holdings), 72 High St., Belfast 1, Northern Ireland.

355 Special Industry Machinery

Ceylon

Electric baling press, cap. 750-1,000 long tons; for baling Ceylon coconut mattress, bristle fiber; output 10-15 bales per hour. Jafferjee Bros. (export department) (importing distributor), 150 St. Joseph's St., Colombo 14, WTD 6/15/61.

Machinery for manufacture of galvanized iron pipes, wood screws; wire-weaving looms. St. Anthony's Hardware Stores, Ltd. (importing distributor; manufacturer), 516 Skinners Rd., S., Columbo, WTD 5/21/62.

Colombia

Textile machinery; automatic forming machine for ribbons of all types with or without shuttle and complementary machine to measure, cut ribbons. Requests replies in Spanish. Hilos Columbia, Ltd., "HLICOL" (Manuel Fernandez Villa) (manufacturer), Calle 43, 53-106 Aptdo., Aereo 1836, Barranquilla. WTD 7/16/62.

France

Foundry equipment including molding, granulating machines. Direct purchase and agent. Ets. Veuve G. Theret (manufacturer), 25 pl. des Vosges, Paris 3e.

Germany

Machinery: Paper box machinery, machinery for setting up, folding cartons. Ernst C. Behrens K.G. (importing distributor), Alfeld/Leine.

Small machinery: Table circular saws, bandsaws. Karl Nicolay (manufacturer, exporter, agent), P.O. Box 371, Fellbach/Wuerttemberg. WTD 5/16/62.

Machinery: For coffee preparing, sorting, roasting. Hugo Jansen (importing distributor), Klausstrasse 6, Hamburg-Altona. WTD 2/14/62.

Guinea

Bottling equipment, including bottles, caps, labels; cap. 10,000 bottles daily. Requests replies in French. Diallo El Hadj Yaya (soft drink manufacturer, retailer, wholesaler), B.P. 1093, Conakry.

India

Tin-printing machinery; single color rotary type with drying oven, feeder; should accommodate tinplate with max. size 31 x 36 in., min. size 22 x 24 in. Catalog, literature required in 2 sets, pro forma of invoice in quadruplicate, price to be quoted c.i.f. Bombay. Zenity Tin Works Pvt., Ltd. (manufacturer of tin containers, collapsible tubes, pilfer proof caps), Post Bag 6254, Clerk Rd., Mahalaxmi, Bombay 11.

☆ Hydraulically operated plastic insert injection molding machine, together with automatic temperature control; pressure gage, vertical type; automatic wire measuring, cutting, stripping machine, complete with accessories. Loan 157; U.S. source. IL/AU/GL/MTC/60/DLF/361. Ref. 2(17)/62-AID-II. Bid deadline Sept. 12. Flexcord Corp., 266 Dr. Annie Besant Rd., Worli, Bombay 18.

☆ Centerless grinder, hydraulic profile truing for grinding wheel, centerless grinding machine, arranged through feed grind, ½ in. taper rollers, 30 in. double horizontal spindle disc grinder, complete with accessories, equipment; precision shoe centerless grinding machine for grinding tapered cone in inner races of roller bearing, centerless bar turning machine. Loan 157; U.S. source. IL#990168/DLF-157/61. Ref. 41(94)/61-AID-II. Bid deadline Sept. 16. Bharat Ball Bearing Co., Ltd., Registered Office, D.C.M. Premises, Bara Hindu Rao, Delhi 6. Cable: USHABHARAT, Calcutta.★

Korea

☆ Dyeing machine, automatic open width; cloth shearing, singeing, sectional warping, pleating, sizing machines for dyeing, finishing plant. Loan 194; worldwide. Invitation DLF 2084-P. Bid deadline Sept. 10. Office of Supply, Government of Republic of Korea, Seoul. Copies of complete invitation to bid, with specifications, available from Procurement Officer, Korean Embassy, 2322 Mass. Ave., NW., Washington 8, D.C.★

South Africa

● Extraction machinery, 1. Manufacturer of crude fish liver oil from preserved livers of Hake (Merluccius Capensis), using process of caustic soda digest with open live steam wishes to obtain machinery to make protein hydrolystate product similar to Liebig's extract from waste. Livers contain 20-35% oil; about 150 tons processed per week. Make quotation for utilization of waste to agent, Arex Technical Agencies, P.O. Box 1505, Cape Town.★ (Telephone WO 7-5589)

United Kingdom

★★ Plastics processing equipment. Agency only. Soag Machine Tools, Ltd., Juxton St., Lambeth, London, S.E.11.

356 General Industrial Equipment

Germany

Heat exchangers, recuperators, heaters; air heating, air conditioning equipment; special machinery, any other capital goods. Requests replies in English and German. Direct purchase and agency. Interested in exclusive sales rights of well-known U.S. manufacturers. Industrie-Companie Kleinwefers Konstruktions-und Handelsgesellschaft mbH (importing distributor, engineer, trader), Postfach 468, (415) Krefeld. WTD 4/25/60.

Iraq

● Electrical pumping sets: 15 of 10,000 imp. gal./hr. Cap., 15 of 5,000 imp. gal./hr. cap., plus starters, push button stations for same. Tender Tawzee/40/1962. Bid deadline Sept. 26. Tender may be obtained for $5.60 per copy plus $.70 for airmail charges. Administration of Distribution of Oil Products, Stores & Transport Dept., P.O. Box 302, Baghdad.★ (Telephone: WO 7-5592)

United Kingdom

★★ Heat-sealing equipment. Agency only. William Finlay & Sons, Ltd., Finprint Works, White Rock, Belfast 12, Northern Ireland.

357 Computing, Accounting Machines

Germany

Office machines: Bookkeeping, calculating, adding, punched card accounting. Direct purchase and agent. Artur Weber (importer, sales agent), 51 Hegelstrasse, Stuttgart W.

358 Service Industry Machines

Saudi Arabia

Room air conditioners, 220/30 v., 1 ph., a.c., 50 c. only. Mohamed Abdulrahman Alsaeed (importer, retailer, wholesaler, manufacturer, commission agent), P.O. Box 120, Alkhobar. WTD 3/18/62.

361 Electric Transmission, Distribution Equipment

Germany

Measuring, control instruments for air conditioning; depending on offer. Aircon GmbH (importing distributor), 11 Steingasse, Mainz.

362 Electrical Industrial Apparatus

Germany

Controlling equipment; electronic production program control instruments for machines; machine tools, transfer machines; contact-free punchcard-operated-controls for machines, machine tools. Direct purchase and agent. Funkton, Elektrische Schalt-und Steueranlagen (manufacturer, manufacturer's agent), 32 Jurastrasse, Stuttgart-Vaihingen.

363 Household Appliances

Denmark

Novelties in household appliances, especially kitchen; plastic, metal, wood. Erling Kirboe (importing distributor, manufacturer), 19 Manenvej, Birkerd. WTD 7/13/62.

France

Electric stoves, washing machines, water heaters. Société Phoceene D'Appareillages Electriques (importing distributor), 25 blvd. de Magallon, Marseille, 15éme. WTD 7/23/62.

Germany

Household appliances, accessories; machines, electrical appliances, electric blankets. Direct purchase and agent. Albert Lischke (manufacturer's agent), 36 Schubertstrasse, Ettlingen/Baden.

Commercial food preparation equipment: Broiler, cooker, fryer, toaster, griddle, waffle iron for use on counters in entertainment establishments, restaurants. Nordwestdeutsche Automaten-Vertriebsgesellschaft mbH & Co. (importer, exporter, wholesaler), Bremen, Am Wall 77-79. WTD 6/28/61.

Electrical household appliances, kitchen aids. Requests replies in German. Tritschler & Cie. (wholesaler, retailer), 7 Marktplatz, Stuttgart.

Electric juice extractors for household purposes. J. C. & Alb. Zenses (manufacturer), Postfach 55. 563 Remscheid-Haddenbach. WTD 5/24/62.

Honduras

Household electrical appliances; quotations requested on medium or nos. 2 and 3 grade for min. quantities. Bernardo Alonso (export-import merchant), 6a Calle 310, Tegucigalpa.

Netherlands

Electrical household washing, drying machines. Technische Unie Heybroek-Zelander, N.V. en Electrocentrum (importing distributor), 2420248 Keizersgracht, Amsterdam.

365 Radio, Television Sets

Germany

Radio, TV sets, accessories. Direct purchase and agent. Requests replies in German. Schurmann & Bruggemann (wholesaler), 15-23 von-Kluck-Strasse, Muenster/Westf. WTD 6/28/62.

366 Communication Equipment

Germany

Radar warning devices for motorists. Direct purchase or agent. Requests replies in German. Schurmann & Bruggemann (wholesaler), 15-23 von-Kluck-Strasse, Muenster/Westf. WTD 6/28/62.

Accessories for radio, television, office machinery industry. Cugi Export-Import Curt Ohlrogge K.G. (importing distributor), Erikastrasse 176, Hamburg 20.

U.A.R. (Cairo)

☆ Telecommunications system supply of diesel generating sets, self-priming, high pressure centrifugal pumps; water lubricated deep well pumping sets; 2 oilfield trucks; 12-ton cap. cross country pickup station wagons. Loan 27; U.S. source. Purchase nos. 2590, 2591, 1592, 1593, 2594, 2595. Bid deadline Sept. 15. General Company for Research & Ground Water, 7 Bidan El Tahrir, Cairo, Cable: REGWA, Cairo.★

Yugoslavia

☆ Equipment for extension of existing net control room (65 mw. Kosovo Power Plant 1), for control of new 130 mw. Kosovo Power Plant 2; on bench board, interconnection transformer field, generator and bus tie field, transmission line and measurement field; on protection: Interconnection transformer protection, 220 kv. station bus protection, 220 kv. transmission line protection; on power measuring; on panel instruments; on station control equipment. U.S. standards. Loan 173; U.S. source. Bid deadline Sept. 9. Invest-Import, Terazije 5. Belgrade, c/o Metalchemical Commercial Corp., 500 Fifth Ave., New York 36 (telephone OXford 5-6305, ext. 18), where specifications are available.

367 Electronic Components, Accessories

France

Monochromatic spectral bulbs (cadmium, caesium, helium, sodium, neon, thalium, zinc), hydrogen bulbs for spectrophotometers. Luxardor, Albert Avigdor (broker), 7 ter passage des Petites Ecuries, Paris 10e.

Germany

Electronic components, accessories: Semiconductors, valves, transistors. Cugi Export-Import Curt Ohlrogge K.G. (importing distributor), Erikastrasse 176, Hamburg 20.

Netherlands

Commercial, industrial electronic equipment. Technische Unie Heybroek-Zelander, N.V. en Electrocentrum (importing distributor), 242-48 Keizersgracht, Amsterdam.

369 Miscellaneous Electrical Machinery, Equipment, Supplies

France

Ignition cables, accessories, including spark plugs, ball bearings, electrical equipment. M. Herdan (agent), 4 rue Leon. Delagrange, Paris 15e.

371 Motor Vehicles, Equipment

France

Automotive spare parts. M. Herdan (agent), 4 rue Leon Delagrance, Paris 15e.

Germany

Automobile accessories, parts. Direct purchase or agent. U.S. manufacturers directly or representing manufacturers in West Germany. Requests replies in German. Paul Bronnold (importing distributor), 68 Weissenburgerstrasse, Duesseldorf. WTD 5/29/61.

Trailer axles for trucks, cars; automotive parts of all kinds, V-belts, shock absorbers, silencers. Direct purchase or agent. Annex-Technik GmbH (wholesaler, manufacturer's agent), 12 Prinzenstrasse, Bielefeld. WTD 7/10/62.

Thailand

Automotive vehicles; automobiles seating 4, trucks with 2-ton cap. Sittipol Motor Co., Ltd. (importing distributor), 815-23 New Rd., Talad Noy, Bangkok. WTD 7/5/62.

United Kingdom

★★ Transportation equipment. (Agency only). Allied International Co., Ltd., 59/61 Union St., London, S.E.1.

372 Aircraft, Parts

Chile

Aviation equipment, parts in general. Direct purchase and agent. Julio Alcalde P. (manufacturer's agent), Ahumada 312, Of. 306. Santiago WTD 10/11/61.

381 Engineering, Laboratory, Scientific, Research Instruments

Chile

Electronic communication, navigation equipment. Julio Alcalde P. (manufacturer's agent), Ahumada 312, Of. 306. Santiago WTD 10/11/61.

384 Surgical, Medical, Dental Instruments, Supplies and Personal Safety Equipment

Belgium

Police bullet proof jackets, new U.S. Army type, weight about 9 lb. made of small titanium interwoven pieces, covered with nylon netting. Joalco, P.V.B.A. (importer, wholesaler), 148 Antwerpsesteenweg, Lier. WTD 7/31/62.

Germany

Surgical instruments, equipment, especially heart catheters, heart-lung machines, all instruments pertaining to heart catheterization. Direct purchase and agency. Requests replies in German. W. Rottleb, Krankenhauseinrichtungen (importer, exporter, wholesaler), 8 Kurfuerstenstrasse or 382 Postfach, Solingen. WTD 6/7/62.

X-ray films, apparatus, protection equipment; medical instruments, equipment. Requests offers from U.S. manufacturers only. Direct purchase or agency. Hans Stumpf (importer, exporter, wholesaler, commission merchant, manufacturer's agent), 173 Duesseldorfer Landstrasse, (41) Duisburg-Buchholz. WTD 6/26/59.

Medical, surgical, diagnostic specialties; newly developed veterinarian, dental instruments; not yet produced in Germany. Direct purchase and agent. Requests replies in German. Kirchner & Wilhelm (manufacturer, exporter, importer, wholesaler), P.O. Box 2727, Stuttgart.

Pakistan

Medical supplies: Diagnostic instruments (stethoscopes), syringes, blood-pressure apparatus. Rolls Royce Surgical Co. (manufacturer, manufacturer's agent) (registered), College Rd., Sialkot City. WTD 7/8/62.

386 Photographic Equipment, Supplies

Germany

Apparatus, electronic recording equipment for sound movies; equipment for processing 16, 35 mm. films; projection equipment for 16 mm. films with separated movies, sound tracks. Direct purchase and agency. Gerhard Johannsen (importer, wholesaler), 3 Lessingstrasse, Hildenfrhld. WTD 7/2/62.

Photo laboratory equipment. Direct purchase and agent. Sanitaria AG (manufacturer), 714 Ludwigsburg, 47 Wernerstrasse. WTD 7/5/62.

387 Watches, Clocks, Clockwork Operated Devices, Parts

Germany

Watches of all kinds, depending on offer. Direct purchase and agent. Peter Muenster KG (wholesaler, sales agent), 11 Spreestrasse, Darmstadt.

393 Musical Instruments, Parts

France

All musical instruments, related articles. Requests replies in French. Maison Georges Becker (importer, wholesaler), 54 rue des Petites Ecuries, Paris.

Guitars, any musical instruments or related accessories of novelty character. Requests replies in French. Ets. S.M.L. Strasser-Marigaux (manufacturer), 144-46 blvd. de la Villette, Paris 19e.

Honduras

Musical instruments, electronic, percussion, wood and brass wind; quotations requested on medium or nos. 2 and 3 grade for min. quantities. Bernardo Alonso (export-import merchant), 6a Calle 310, Tegucigalpa.

394 Toys; Amusement, Sporting, Athletic Goods

Germany

Sporting goods; all kinds of camping articles, such as tents, air mattresses, inflatable boats, any other equipment, accessories; toys, such as dolls, any new plastic or metal toys. Direct purchase and agent. Heinz Metz (importing distributor, manufacturer's agent), Besenbinderhof 37, Hamburg 1.

Honduras

Toys; quotations requested on medium or nos. 2 and 3 grade for min. quantities. Bernardo Alonso (export-import merchant), 6a Calle 310, Tegucigalpa.

Sweden

Recreational commodities, sporting goods, hobby items. Eskilstuna Jernmanufaktur AB (importing distributor manufacturer), Eskilstuna. WTD 2/25/58.

396 Costume Jewelry, Novelties, Buttons, Miscellaneous Notions

Honduras

Fancy goods, novelties, buckles; quotations requested on medium or nos. 2 and 3 grade for min. quantities. Bernardo Alonso (export-import merchant), 6a Calle 310, Tegucigalpa.

399 Miscellaneous Manufacturing Industry Products

Germany

Coin-operated amusement machines, new and reconditioned, all kinds. Karl O. Helm & Co. (importing distributor), Besenbinderhof 37, Hamburg 1.

505 Farm Products, Raw Materials

Germany

Raw cotton. Ulrich Gminder AG (manufacturer, importer, exporter), 112-13 Tuebingerstrasse, Reutlingen. WTD 2/27/62.

Ireland

Seeds: Vegetable, green (barley, wheat, oats, rye); grass, clover. Seed Distributors, Ltd., 4, 5 Beresford St., Dublin.

506 Electrical Goods

Bermuda

Household appliances. Direct purchase and agent. Ll. Newton Butterfield Construction Co. (importing distributor, manufacturer, commission merchant), Hamilton. WTD 1/23/62.

International Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

200 Miscellaneous Food Products

Germany

Raw materials, semimanufactured products, starch, lecithin, food pulp; canned food: Fruits, vegetables, meat. Agency representation for U.S. manufacturers. Peter Jans (manufacturer's agent, importer), 9 Stadtgarten, Krefeld. WTD 5/19/61.

203 Canning, Preserving Fruits, Vegetables, Seafoods

Sweden

Canned fruit, dried fruit: Pears, peaches, apricots, fruit cocktail; assorted, diced; standard quality, quantity. T. Winberg AB (importing distributor, manufacturer's agent), 27 Kungsportsavenyn, Goteborg 3. WTD 12/5/61.

207 Confectionery, Related Products

France

Confectionery, particularly American specialties not yet introduced on French market. M. Jolivet (agent), 86 ave. Felix Faure, Paris 15e.

209 Miscellaneous Food Products

Ireland

Grocery lines for supermarkets, related trades. Italian Macaroni Co., Ltd. (manufacturer, importer, packer, distributor), 5 Blessington St., Dublin.

220 Broad Woven Fabric Mill Products

Germany

Textiles; Fabrics for suits, dresses, blouses, shirts, skirts, underwear. Requests replies in German. Albert Strobel (manufacturer's agent), 30 Zollbergstrasse, Esslingen/Neckar.

221 Broad Woven Fabric Mill Products, Cotton

Australia

Plain, printed, fancy woven cottons for lingerie, frocks, shirts, leisure wear. Eric J. Herrnstadt (indent commission agents, manufacturer's agents, commission merchants), 41 Spring St., Melbourne, Victoria. WTD 3/26/62.

222 Broad Woven Fabric Mill Products, Manmade Fibers

Costa Rica

Orlon, dacron, other materials for men's suits; orlon, dacron materials. Requests replies in Spanish. Sastreria Campos, Ltda. (distributor of men's wearing apparel, woolens; tailor, sales agent), Calle 9, Avs. 10/12, Aptdo. 2338, San José, WTD 7/1/62.

France

Printed silk dressmaking fabrics; bathing suit fabrics. Longel & Cie (wholesaler, importer, exporter), 7 rue de la Paix, Paris. WTD 1/16/62.

Textile dressmaking fabrics. Yvonne Mougey (agent), 3 ave. J. B. Clement, Boulegne s/Seine, Seine.

Printed dressmaking fabrics. Requests replies in French. Sitra (importing distributor), 16 rue Vézelay, Paris 8e.

Germany

Fabrics; Knitted, woven for foundation garments, swimming suits; cotton, synthetic fiber, artificial silk for technical purposes (in gray); prints for dresses, curtains. Requests replies in German. Hermann Haag (broker, manufacturer's agent), 10 Harmstrasse, Stuttgart-Sonnenberg.

Ireland

Textile yarns; synthetic, natural. P. H. Smyth (manufacturer's agent), Torc, Sandyford, Co. Dublin.

Piece goods for dresses. H. Ross (importing manufacturer's agent), 7 Market Lane, Patrick St., Cork. WTD 7/17/62.

Textiles; synthetic, natural piece goods; primarily for clothing. Michael J. Tuthill (import agent), 19 Mt. Prospect Ave., Clontarf, Dublin. WTD 7/16/62.

225 Knitting Mill Products

Germany

Knitwear for women, men, children. Requests replies in German. Helmut Schmitt (manufacturer's agent), 3 Friedrich-Ebert-Strasse, Duesseldorf. WTD 7/7/61.

226 Dyeing, Finishing Textiles

France

Printed silk dressmaking fabrics. Berebeim & Cie. (agent), 33 rue des Jeuneurs, Paris.

Textile fabrics for men's lingerie, shirts, pajamas. Requests replies in French. Comitex-Andre Francfort (commission merchant, agent handling textile fabrics), 199 rue de Crenelle, Paris 7e.

Textile fabrics for garment manufacturing, all items of novelty character. Ets. Robert Franck & Cie. (commission merchant, importer, exporter), 23 rue d'Hauteville, Paris 10e.

228 Yarn, Thread Mill Products

New Zealand

Fabrics of American origin: Cotton, rayon furnishings, prints. J.E. Carr, Ltd. (mill agent, manufacturer's representative), P.O. Box 2625, Christchurch.

229 Miscellaneous Textile Goods

France

Bathing suits. Requests replies in French. Longel & Cie. (wholesaler, importer, exporter), 7 rue de la Paix, Paris. WTD 1/16/62.

Knitted laces. Eric J. Herrnstadt (indent commission agents, manufacturer's agents, commission merchants), 41 Spring St., Melbourne, Victoria. WTD 3/26/62.

Ireland

Textile piece goods. P. H. Smith (manufacturer's agent), Torc, Sandyford, Co. Dublin.

230 Apparel, Other Finished Products

Germany

Noniron work clothes for men, women. U.S. manufacturers only. Max Kagan (wholesaler), 16 Westfalenstrasse, Duesseldorf. WTD 7/2/62.

Ladies outerwear, particularly fancy, sports blouses. Requests replies in German. Hubert Bliesener (manufacturer's agent), 10 Hermannstrasse, Stuttgart W.

234 Women's, Misses', Children's, Infants' Undergarments

Ireland

Wearing apparel, underwear; children's, ladies'. H. Ross (importing manufacturer's agent), 7 Market Lane, Patrick St., Cork. WTD 1/17/62.

238 Miscellaneous Apparel, Accessories

Pakistan

Used clothing. Haji Ayoob & Co. (importing distributor, commission merchant), 45/46-B Gordhandas Cloth Market, Laximidas St., Karachi. WTD 6/21/62.

251 Household Furniture

France

Babies', children's chairs, beds, other furniture. Requests replies in French. Ets. Arene (manufacturer of toys, children's chairs), 8/10 passage Turquetil, Paris 11e.

Kitchen furniture, all kinds. Requests replies in French. A. Black & Cie-Les Tables Roc (manufacturer), 2 rue de Rocroy, Saint-Maur (Seine).

Household furniture, all kinds. Requests replies in French. Ets. F. Fortunato (manufacturer, exporter), 59/61/63 rue du Heze, Tourcoing (Nord).

Household furniture, including seats, decoration specialties. Requests replies in French. Ets. Albert Lejeune (household furniture manufacturer), 116 rue des Pyrénées, Paris 20e.

Kitchen furniture. Requests replies in French. Andre Marguillard (manufacturer), 181 ave. de la République, Fontenay-sous-Bois, Seine.

253 Public Building, Related Furniture

France

Hospital beds. Requests replies in French. Ets. Lemarchand & Cie. (manufacturer,) 287-89 ave. du President Wilson, La Plaine Saint Denis, Seine.

School, office, hospital furniture; all kinds. Requests replies in French. Mullca (manufacturer), 22 rue Lalo, Paris (legal office: 101 ave. de Bobigny, Noisy-le-Sec, Seine).

262 Paper Mill Products

Germany

Paper goods: Stationery, novelty office supplies, writing paper, fancy greeting cards. Haro-Comp. H.J. Roggenbuck & Co. (manufacturer, importer), Etterzhausen bei Regensburg. WTD 7/13/62.

Panama

All grades paper, paper products, including stationery. Sharp Paper Co. of Panama, S.A. (importer, distributor, commission merchant), P.O. Box 468, Panamá. WTD 6/30/61.

264 Converted Paper, Paperboard Products

Pakistan

Paper pulp, for printing paper, file cards. Commersia (manufacturer's agent, commission merchant), 79 Wazir Mansion, Nicol Rd., Karachi 2. WTD 3/19/62.

273 Books

Ireland

Paper-back novels, nonpornographic. T. G. Marren (manufacturer's agent), D'Alton St., Claremorris, Co. Mayo. WTD 7/16/62.

277 Greeting Card Manufacturing Products

Ireland

Christmas greeting cards. T. G. Marren, (manufacturer's agent), D'Alton St., Claremorris, Co. Mayo. WTD 7/16/62.

283 Drugs

Ireland

Industrial, laboratory chemicals. Metals & Chemical Co. (manufacturer, manufacturer's agent), Farranlea Rd., Victoria Cross, Cork.

287 Agricultural Chemicals

Pakistan

Insecticides, pesticides, fertilizers. Deens, (manufacturer, manufacturer's agent, importing distributor), 4 Forbes Bldg., Donnuly Rd., Karachi; 9 McLeod Rd., Lahore. WTD 7/18/62.

311 Leather Tanning, Finishing Products

France

Leather, skins for shoes, leather goods. Fernand Boeuf (manufacturer's agent), 5E rue de Locarno, Marseille. WTD 7/23/62.

317 Handbags, Other Personal Leather Goods

Ireland

Handbags, leather goods of all descriptions. G.P. Gray & Co., Ltd. (manufacturer's agent), 46 Upper Mount St., Dublin.

342 Cutlery

France

Razors, razor blades, cutlery; low, medium priced. Requests replies in French. David Nataf (manufacturer's agent), 36 rue de Sevigne, Paris.

349 Miscellaneous Fabricated Metal Products

Sweden

Milk containers, stainless steel, refrigerated. Hadar Jansson AB (manufacturer of heavy plate metal, construction materials, pressure tanks in stainless steel,

aluminum), 25 Landskronavagen, Halsingborg. WTD 7/18/62.

353 Construction, Mining, Materials Handling Machinery, Equipment

Pakistan

Electrical, hydraulic lifts for automobiles. Deens (manufacturer, manufacturer's agent, importing distributor), 4 Forbes Bldg., Donnuly Rd., Karachi; 9 McLeod Rd., Lahore. WTD 7/18/62.

354 Metalworking Machinery, Equipment

Germany

Tools; special, newly developed for automotive, machinery industries. Delacamp & Rosentiel (manufacturer's agent), Schulstrasse 36, Reinbek b. Hamburg.

Hard alloy tools. Michael Rilling K.G. (importer, exporter, wholesaler, manufacturer's agent), 13/15 Enzstrasse, Pforzheim/Baden. WTD 1/16/62.

Pakistan

Workshop tools; lathes; drills, files, arch welding. Deens (manufacturer, manufacturer's agent, importing distributor), 4 Forbes Bldg., Donnuly Rd., Karachi; 9 McLeod Rd., Lahore. WTD 7/18/62.

355 Special Industry Machinery

India

Oxyacetylene cutting, profiling machinery. Datson, Raviraj & Co. Pvt., Ltd. (importing distributor, manufacturer's agent, manufacturer), 43 Tamarind Lane, Fort, Bombay 1. WTD 12/13/61.

357 Office, Computing, Accounting Machines

Germany

Industrial stapling machines for packaging purposes, such as nailers, tackers. U.S. manufacturers only. Horst Donauer (importing distributor, manufacturer's agent), 26 Herderstrasse, Duesseldorf. WTD 9/19/61.

358 Service Industry Machines

Germany

Machinery: Coin-operated drycleaning machines, presses for 380 v., 3 ph., HZ. Alfred Krugmann (manufacturer, manufacturer's agent), Fabriciusstrasse 69, Hamburg 33.

Ireland

Water coolers for office, industrial uses. G.F. Morley, Ltd., (manufacturer's agent, distributor), 45 Quinn's Lane, Fitzwilliam Sq., Dublin.

361 Electric Measuring, Testing Equipment

Germany

All kinds of measuring, testing instruments. Delacamp & Rosenstiel (manufacturer's agent), Schulstrasse 36, Reinbek b. Hamburg.

366 Communications Equipment

Belgium

Electronic, electric instruments for science, industry. Multitechnic, S.A. (importer), 30 Pl. Sainctelette, Brussels. WTD 6/29/62.

371 Motor Vehicle Parts, Accessories

Germany

Spare parts, accessories for all types of American automobiles. Heinrich Kalthoff oH., Kraftfahrzeugteile-Grosshandlung. (importer, wholesaler), 65 Muenchener Strasse, Essen. WTD 6/27/62.

Sweden

Automotive auxiliary components; repair, replacement parts, accessories Julius Jockton (manufacturer's agent), Sveavägen 127, Stockholm Va. WTD 6/26/62.

372 Aircraft, Parts

Pakistan

Aircraft parts, accessories. Commersia (manufacturers' agent, commission merchant), 79 Wazir Mansion, Nicol Rd., Karachi 2. WTD 3/19/62.

373 Ship, Boat Building, Repairing

Pakistan

Passenger-cargo ships, 4 or 5; cap. approx. 8,000-10,000 tons dead weight; used, new ships to be purchased on long-term payment basis. Larsen & Toubro (Pak), Ltd. (manufacturer's agent, commission merchant), 5 W. Wharf Rd., P.O. Box 4963, Karachi. WTD 4/6/62.

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

Netherlands

Industrial sewage, water treatment, air sampling instruments. Technisch Bureau voor Bedrijfs-en Afvalwaterzuivering (manufacturer's agent), 6 J.W. Frisostratt, Utrecht.

384 Orthopedic, Prosthetic, Surgical Appliances, Supplies

Colombia

Chairs for invalids. Requests replies in Spanish or French. Cesar Diaz Suarez (retailer, commission merchant), Carrera 18, 21-34 Aptdo. Aereo 225 Sincelejo, Bolivar. WTD 7/23/62.

Denmark

Marine safety equipment. Albrecht & Boserup (manufacturer's agent), 23 Strandgade, Copenhagen K. WTD 6/19/62.

Ireland

Medical, surgical equipment. John G. Sugrue (manufacturer's agent, consulting civil engineer), 24 Leinster Rd., W., Rathmines, Dublin.

Japan

Protective clothing, gloves, caps for factory workers, chemists, laboratory workers; protective coverings for machinery. Daiichi Hosei Co., Ltd. (importing distributor), 274 Hyakunin-cho 3-chome, Shinjuku-ku, Tokyo.

391 Jewelry, Silverware, Plated Ware

Canada

Cutlery, flatware; all types sold through hardware stores; good quality; medium priced; quantity will vary. George, L. McNicol Co., Ltd. (importing distributor, exporter, manufacturer's agent), 1138 Homer St., Vancouver 3, B.C.

393 Musical Instruments, Parts

France

All musical instruments, related articles. Requests replies in French. Maison Georges Becker (importer, wholesaler), 54 rue des Petites Ecuries, Paris.

394 Toys; Amusement, Sporting, Athletic Goods

Canada

Sporting, athletic goods; all types for summer, winter; good quality; medium priced; quantites will vary. George L. McNicol Co., Ltd. (importing distributor, exporter, manufacturer's agent), 1138 Homer St., Vancouver 3, B.C.

Germany

Plastic toys; miniature construction kits, others. Haro-Comp. H.J. Roggenbuck & Co. (manufacturer, importer), Etterzhausen bei Regensburg. WTD 7/13/62.

395 Pens, Pencils, Other Office, Artists' Materials

France

Fountain pens, all kinds. Requests replies in French. David Nataf (manufacturer's agent), 36 rue de Sevigne, Paris 3e.

505 Farm Products, Raw Materials

Seeds: Wheat, rice, maize, potatoes. Deens (manufacturer, manufacturer's agent, importing distributor), 4 Forbes Bldg., Donnuly Rd., Karachi; 9 McLeod Rd., Lahore. WTD 7/18/62.

509 Miscellaneous Wholesale Products

Ceylon

Vegetable seeds such as bean, pepper, tomato, carrot, beetroot, tybrid cabbage. Sri Burbrmaniya Stores (importing distributor), 41 Nuwara Eliya Rd., Welimada. WTD 6/27/60.

Leads for Importers

Commodities are offered direct unless specified.

149 Mica

Southern Rhodesia

Mica. G. C. Smith (exporter, mineral representative, surveyor), 606 Central House, 3 Central Ave., Salisbury. WTD 7/13/62.

203 Fresh, Frozen Packaged Fish

El Salvador

Lobster. Carlos Vides (operator of lobster fishing business), 59a Ave. Sur 156, San Salvador.

222 Broad Woven Fabric Mill Products; Manmade Fiber, Silk

United Kingdom

★★ Cotton, nylon, linen textiles. W. R. Young & Co., Ltd., 34 Bedford St., Belfast 2, Ireland.

227 Carpets, Rugs, Mats

Malaya

Coir products: Scrub brushes; doormats, sizes 1 x 2 ft., several colors; duster brushes, several colors; coir carpets, max. width 3 ft. by any length desired, several colors. Small Industries Services Institute (R.I.D.A.), 10 Jalan Templer, Petaling Jaya, Kuala Lumpur.

283 Medicinal Chemicals, Botanical Products

Spain

Agar-agar, in powder or flakes. Corpique, S.A. (manufacturer, exporter, wholesaler), Paseo de la Castellana 52, Madrid 1. WTD 7/31/62.

335 Rolling, Drawing, Extruding Nonferrous Metals

Spain

Ingots, plates, sheets, rounds; first quality. Corpique, S.A. (exporter), Paseo de la Castellana 52, Madrid 1. WTD 7/31/62.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated

Australia

C. T. Miles, representing Queensland United Foods, Ltd., Montague Rd., South Brisbane, Queensland, interested in latest developments in transportation and distribution of **milk, ice cream,** and **frozen foods.** Aug. 26 via New York for 3 months; c/o U.S. Department of Commerce Field Office, 350 Fifth Ave., New York 1. Itinerary: New York, Washington, Philadelphia, Pittsburgh, Tulsa, St. Louis, Chicago, Seattle, San Francisco, Los Angeles.

Brazil

Chaim Leib Knopfholz, representing Irmaos Knopfholz Ltda.—Fabrica IKA (manufacturer of fine **leather products,** personal and travel goods)—Ave. Nossa Senhora Aparecida 3381, Curitiba, Parana, interested in studying similar industries in U.S. and market studies for sale of firm's products in the U.S.; also exchange of technical information. Aug. 15 via New York for 3 months; c/o Mrs. Ruth Muller, 548 W. 164th St., New York. Itinerary: Baltimore, other cities.

Finland

Seppo Hammarberg, representing Hammarberg & Co., Malminrinne 1-B-17, Helsinki, interested in contacting importers of **wool, cotton,** and **synthetic textiles;** and U.S. firms interested in Finnish representation. Aug. 18 via New York for 1 month; c/o Tavi Products, 115 W. 57th St., New York. Itinerary: New York, Boston, Chicago, San Francisco, Los Angeles.

France

Pierre Kahn, representing Compagnie Centrale des Metaux-Kahn & Cie., 41 rue Auger, Pantin, Seine, interested in contacting manufacturers of **raw and semimanufactured materials,** such as **granular polyethylene, polystyrene, synthetic resins,** suitable for plastic industry, to study possible representation and agency arrangements. Aug. 15 via New York for about 5 weeks; c/o H. Ourmet, 5011 River Rd., Washington 16, D.C. Itinerary: New York, Washington.

Germany

Hans-Joerg Schuenemann, representing Penicillin-Gesellschaft Dauelsberg & Co., Hildebrandtstrasse 12, Goettingen, interested in contacting **pharmaceutical manufacturers, drugstores, pharmacies,** and **hospitals** for information on manufacturing, selling, and advertising methods. Sept. 1 via New York for 3 months; c/o Michael Loening, 20 Exchange Pl., New York 5. Itinerary: Any city showing interest.

Hong Kong

Bhagwandas Verhomal, representing V. Lilaram & Co., Ltd., 22 Li Yuen St., E., interested in buying American **suiting materials; polyesters; wool-polyesters; polyester-cotton; readymade haberdashery,** such as men's ties, socks, cardigans, sport shirts. Late Aug. via New York for 6 months; c/o East India Export Co., Inc., 350 Broadway, New York. Itinerary: New York, San Francisco, Los Angeles.

Lebanon

Elias Sabbagh, representing Mastra Co., S.A.L., Starco Bldg., Beirut, interested in **general merchandise.** Aug. 16 via New York for 2 months; c/o Karnik Malikian, 200 E. 4d St., New York 17. Itinerary: New York, Washington, Chicago, possibly other cities.

Fuad Es-Said, representing Trans-Mediterranean, S.A.L., P.O. Box 913, Khan Antoun Bey, Beirut, interested in **canned foods, toilet articles, refrigeration and air-conditioning equipment.** Aug. 18 via New York for 1 month; c/o Lebanese Consulate General, 9 E. 76th St., New York. Itinerary: New York, Chicago, Philadelphia, possibly other cities.

Libya

Ali El-Fergiani Dabnun, representing own enterprise, P.O. Box 281, Sciara Malika, Tripoli, interested in importing supplies for **oilfield operations, tools, oil rig spare parts.** Aug. 10 via New York for about 45 days; c/o Embassy of United Kingdom of Libya, 2127 Bancroft Pl., NW., Washington, D.C. Itinerary: New York, Houston, Fort Worth, Dallas, Tulsa, Milwaukee, Chicago, San Francisco, Washington.

New Zealand

David Bruce Stevenson, representing B. Smuts-Kennedy, Ltd., and Eskay (N.Z.), Ltd., 26a Fitzherbert St., Petone, interested in **textiles** for manufacture of men's neckties, handkerchiefs, dressing gowns; also information on manufacture of menswear. Aug. 9 via Honolulu for 1 month; c/o Sheraton Russell Hotel, Park Ave., New York. Itinerary: San Francisco, Seattle, Chicago, New York, Buffalo.

Nigeria

J. Mobolaji St. Matthew Daniel, representing Danco (Nigeria), Ltd., 10 Aloba St., Ebute Metta, Lagos, interested in **electronic equipment** (including teaching equipment), and **telecommunication equipment.** In U.S. until Sept. 7; c/o Nigerian Embassy, Washington, D.C.; and U.S. Department of Commerce Field Offices in cities on itinerary: New York, Washington, Los Angeles, San Francisco.

Sweden

Hans E. Ahlstedt, representing AB Hans E. Ahlstedt, Norra Smedjegatan 13, Stockholm, interested in contacting U.S. manufacturers and packers of **food items;** also **recreational commodities and hardware** suitable for department stores and supermarkets. Plans to visit International Food Congress in U.S. Sept 4 via New York for 2 weeks; c/o Barbizon-Plaza Hotel, 106 Central Park St., New York. Itinerary: Any city showing interest.

Venezuela

Jaime Glen, representing Glendecastro, Esquina Veroes, Edificio America, Oficina 710, Caracas, interested in **chemicals for textile and food industry, tannery chemicals,** and **raw materials;** also establishing new contacts for his firm. Aug. 25 via New York for 3 weeks; c/o 83-45 Victor Ave., Elmhurst 73, New York. Itinerary: New York, possibly other cities showing interest.

Construction Projects

Supplementary information on items followed by (★) and on NATO projects is available to U.S. firms domiciled in the United States from the Trade Opportunities Staff, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C., or telephone WO 7-4674 in Washington.

U.S. firms not already certified to participate in NATO bidding should send a résumé of their qualifications to the Trade Opportunities Staff, as described in the brochure on the NATO international competitive bidding program, available from that division.

A list of heavy construction projects and a list of building projects published during the second quarter of 1962 is available on loan.

ANGOLA—Expansion plans for enlargement of Port of Luanda announced, to cost approx. $2.4 million.

CYPRUS—Tenders to be invited in 3-4 months for extension of Nicosia airport, estimated cost $2.8 million, under supervision of Chief Engineer, Ministry of Communications, Nicosia.

FRANCE—NATO project open to U.S. bidders covering construction of runway and related work at Landivisiau Airfield, Brest, estimated cost $5.5 million. Interest should be expressed before Sept. 1 to M. le Directeur des Travaux Maritimes, Brest.

GREECE—NATO projects at Souda Bay Airfield open to U.S. bidders: Procurement and installation of VHF equipment, bid deadline Oct. 28; UHF equipment, bid deadline Oct. 30; flight control console and facsmile equipment, bid deadline Oct. 31. Interest should be expressed by Sept. 3 to Directorate C/4, General Air Staff, 9 Lycurgus St., Athens. Copies of bid documents available on loan to

eligible U.S. firms from Trade Opportunities Staff, BDSA 111, Room 4016, Department of Commerce, Washington 25, D.C.

GUATEMALA—Ministry of Communications & Public Works has announced government studying plans for financing construction of $3-million terminal at Guatemala City airport.

HONG KONG—4-story flour mill with daily cap. of 5,000 50-lb. bags of wheat flour, silo with cap. of 7,500 tons of wheat, warehouse with 10,000 sq. ft. of floor space to be built by Far East Flour Mills, Ltd., Room 59, Caxton House, 1 Duddell St. Estimates invited for supply of necessary equipment.

Hong Kong Housing Authority has announced plan for housing estate in Tsuen Wan in new territories accommodating 3,924 flats and 17,000 people, estimated cost $3,500,000. First half of construction to be undertaken between June and Dec. 1963, remainder scheduled between Aug. 1963 and June 1964.

PORTUGAL—Construction of plant planned for assembly of trucks and tractors near Oporto, estimated cost $4.9 million, installation to occupy approx. 250,000 sq. m. Contact Ed. Ferreirinha & Irmao, Lda., Oporto, for additional information.

NATO project open to U.S. bidders covering extension of harbor jetty and related work at Ponta Delgada, Azores, estimated cost $3.4 million. Interest should be expressed by Aug. 31 to Secretariado Geral da Defesa Nacional Comissao Executiva de Infraestructuras Otan (CEIOTAN), Concurso para a Construcao do Prolongamento do Molhe de Ponta Delgada (Azores), Rua Cova da Moura 1, Lisbon 2.

Low-rent dwellings for 100 families to be constructed at Braga under 2d 6-Year Development Plan.

SUDAN—Construction of collection lines and sewage treatment plant, cap. 6 million gal. daily, planned under Khartoum North Sewerage Project. Consulting engineer's report being reviewed by AID, from whom Sudan government has requested loan of $2,975,000. Project to be financed by loan plus Sd£ 484,000 in local currency. Project estimated to take care of anticipated expansion of population and industry to 1969.

TURKEY—NATO project open to U.S. bidders covering mechanical and electrical installations and related construction work on POL facilities of 10 airfields. Applications, on prescribed form, should be submitted before Sept. 8 to Bayindirlik Bakanligi, Hava Meydanlari ve Akaryakit Tesisleri, Insaat Baskanligi, Ataturk Bulvari 140, Kavaklidere-Ankara. Prescribed forms available to eligible U.S. firms from Trade Opportunities Staff, BDSA 111, Room 4016, Department of Commerce, Washington 25, D.C.

Cyprus requests tenders on television equipment

Cyprus is inviting bids for supply and installation of equipment for the extension of its television services.

Specifications, bidding conditions, and other details may be obtained free from the Chief Engineer, Cyprus Broadcasting Corp., Nicosia.

Bids must reach the Administrative Secretary of the Cyprus Broadcasting Corp. by Aug. 31.

U.A.R. extends bid date for fruit juice plants

Closing date of the tender for supply and erection of two modern fruit juice plants at Belbeis and Giza in the U.A.R. has been extended from Aug. 20 to Oct. 4.

Each plant is to process around 3 tons of fruit an hour, including oranges, limes, grapes, apricots, mangoes, and tomatoes.

Copies of the bid invitation and specifications are available on loan from the General Industrial Equipment & Components Division, BDSA, Department of Commerce, Washington 25, D.C.

Test, measuring instruments requested by India

The Government of India is inviting tenders for test and measuring instruments required by the Akashvani (All India Radio) Headquarters, New Delhi.

Tender forms and specifications may be obtained free from the India Supply Mission, 2536 Mass. Ave., NW., Washington 8, D.C., all correspondence quoting tender SE-543/M.

Bid deadline is Sept. 18, and bids should be submitted to the India Supply Mission.

Chile extends bid deadline for passenger, cargo ships

The deadline for submitting bids to the Chilean State Maritime Corp. for three passenger vessels and two cargo barges has been extended from Aug. 22 to 3 p.m. Sept. 21. (INTERNATIONAL COMMERCE, Aug. 6, p. 27.)

Specifications in Spanish are available on loan from the Transportation Equipment Division, BDSA, Room 4209, Department of Commerce, Washington 25, D.C.

Civil engineering works wanted for stadium in Iraq

The Calouste Gulbenkian Foundation, Lisbon, is inviting bids for electrical wiring and civil engineering works for the People's Stadium project in Baghdad.

Bids must be submitted by Oct. 3 to the local consultant, I. M. Sherzad, Akrawi Building, Al-Kifah St., Baghdad, with a bank guarantee from any approved bank in Iraq—of $5,600 for the wiring and $84,000 (30,000 dinars) for the civil engineering works.

Wiring specifications may be obtained from the foundation upon request and payment of postal charges in addition to $56 for the documents.

Documents on the terms and specifications for the civil engineering works may be obtained from the foundation for $98 (35 dinars); and those requesting the documents, which weigh about 31 pounds, are expected to pay the postal charges. A copy of these terms and specifications and two general plans of the stadium are available for review to firms located in the U.S. at the Building Materials & Construction Industries Division, BDSA, Department of Commerce, Washington 25, D.C.

South Africa extends deadline for refrigeration plant

South Africa has extended from July 13 to Sept. 14 the closing date of the tender for supply and installation of a refrigeration plant together with design and layout to house the plant. (FCW, Apr. 2, p. 549.)

The plant, to be located in Cape Town, will have the capacity to process 720 cattle and 4,000 sheep daily, including quick freezing and storage facilities.

A copy of the bid documents is available on loan from General Industrial Equipment & Components Division, BDSA, Department of Commerce, Washington 25, D.C.

Peru extends bid deadline for hydroelectric plant

The deadline for submitting bids for construction of the second phase of Canon del Pato hydroelectric project has been extended from Aug. 15 to Oct. 1. (FCW, May 14, p. 892.)

Bid documents may be obtained from Oficina Técnica, Corporación Peruana del Santa, Ave. Tacna 543, Lima, for about $55 (1,500 soles).

A copy of the bid invitation, in Spanish, is available on loan from the Power & Electrical Equipment Division, BDSA, Room 4217, Department of Commerce, Washington 25, D.C.

Auxiliary power equipment bids wanted by India

Bids are being invited by India for two traveling water screens and accessories for the condenser cooling water system of the Amarkantak Thermal Power Station.

Bid deadline is 4 p.m. (IST) Sept. 17.

Copies of specifications (tender AK-21) are available free at the India Supply Mission (ref. D/ENQ/507), 2536 Mass. Ave., NW., Washington 8, D.C.

Electric appliance, leather footwear manufacture in Rhodesia offer opportunity for American investors

Growing market seen as population booms; reports and investment climate information available

There is an investment potential in Rhodesia for the production of leather footwear and home appliances.

The Department of Commerce has received 2 new publications from the Ministry of Commerce & Industry of the Federation of Rhodesia & Nyasaland which contain a wide range of information about the possibilities for tanning and the production of leather footwear and domestic electrical appliances in that country.

Leather footwear, tanning

Leather footwear consumption increased in the Federation to 2½ million pairs in 1960. Two-thirds of this was supplied by local production.

In the same year, imports of leather footwear totaled about 1½ million pairs. With the remarkable population growth of 22½% since 1954, growth of local consumption has averaged 7½% a year.

As the level of African wages increases, so does demand for footwear—a high preference item among Africans as income increases. Plans are afoot to double tanning capacity within 5 years. Current local production of leather footwear is concentrated in the low and medium-price ranges.

It is thought that use of the "East Indian process" for tanning hides will increase export potentials of hides to such areas as the United Kingdom and Germany.

Home appliances

The Ministry of Commerce & Industry also points out that although the African appliance market has been small, with increasing income and better housing, future demand will most likely increase substantially.

Only a small portion of the materials and components for the production of household appliances originates in the Federation.

This area, however, produces a growing range of steel products from its own iron ore and coal and is reported to be one of the world's leading copper producers, second to the U.S.

Components for appliances bear the same duty as the finished products and general duty preference is given to items of United Kingdom and Commonwealth origin. There is, however, no barrier to entry of goods because of country of origin. U.S. commodities may enter under a general open license.

There are also provisions which allow for rebates on the duty on imports of commodities to be used in manufacturing. Growing demand in this field is also underscored by the encouragement of further uses of electricity and by modern housing programs.

Inquiries about investment opportunities in these fields and questions concerning investments in general should be addressed to the Director, Industries Branch, S. R. Treasury, P.O. Box 8531, Causeway, Southern Rhodesia.

Copies of the above mentioned reports may be obtained on loan from the Office of International Investment and information on the investment climate in this country may be obtained from the Office of Regional Economics, Department of Commerce, Washington 25, D.C.

German firm asks license for control instruments

A German manufacturer of precision measuring and controlling instruments seeks a licensing agreement with an American firm.

It is particularly interested in producing punch-tape-controlled registering devices and automatic-evaluation devices for statistical and remote measuring in production or handling of explosives and pulse transformers.

Write to Feingeraetevau Tritschler, P.O. Box 8, Laufenburg/Baden.

Steel strip plant proposed in India

Capital needed for machinery, equipment and know-how

An Indian wool fabric producer is sponsoring the establishment in Bombay of a cold-rolled, steel-strip producing plant with a capacity of 7,500 tons a year on a single-shift basis.

The promoters of this venture want to obtain American participation to purchase machinery, equipment and technical know-how.

In return for the 49% American contribution, from a total 5 million rupee ($1,050,000) financial outlay envisaged for the project, the Indians offer the possible guarantee of a fixed return, full technical management subject to the guidance of the Board of Directors and a share in the general administration of the joint venture.

Further details on this proposal may be obtained on loan from the Office of International Investment, Department of Commerce, Washington 25, D.C.

Those wishing to communicate direct with the Indian sponsors of this project, can write to The Bombay Woolen Mills Pvt., Ltd., 20 Haman St., Fort, Bombay 1, India.

Spanish foundry seeks funds to expand, export products

A Spanish corporation operating a foundry is interested in obtaining $300,000 to finance new equipment in order to expand. It manufacturers iron and steel products, engine blocks, agricultural and industrial equipment.

The firm is interested in extending its operations in order to export its present line or to undertake the production of new lines which would be of more interest to foreign markets.

It is interested in obtaining advice on possible changes in production methods which may facilitate the sale of its products overseas.

Participation in profits and management by the investor will depend upon the extent of the investment.

Write to Fundiciones del Cerro de la Plata, S.A., Madrid, Spain.

REPAIR SHOP: Cambodians receive instructions in maintaining their heavy construction equipment at the site of the Cheung Prey dike project. The Cambodian Government is trying to interest foreign investment in several attractive projects that are vital to the nation's economic growth. (World Bank photo)

Cambodia seeks investment in her infant industries; joint ventures preferred

Foreign Investment Law aims to create favorable climate; several new industries started, outlook good for more

Cambodia's investment climate has shown remarkable improvement in recent months. Internal political stability, conservative fiscal policies, high foreign exchange reserves, the absence of a population problem, and able governmental leadership have all contributed to this favorable situation.

The improved climate is attributable in large measure to the success of the Government's effort to encourage the development of indigenous industry, and to a growing recognition by domestic entrepreneurs of opportunities provided by increased diversification and production of the Cambodian economy. Increased activity in industry presents favorable opportunity for foreign investors as well.

Indications of the quickening pace of economic expansion can also be observed in other areas of the economy: the increase and diversification of agricultural production, the recent upsurge in private and public construction, and the expansion of foreign trade. All of these factors indicate that American investors should seriously consider industrial investment in Cambodia.

The Cambodian Government's leadership in the country's industrial development has taken 3 forms: promotion of new industries through the investment of state funds; granting of incentives to foreign investors through an investment law; and the acceptance of assistance from friendly foreign governments.

"Mixed" enterprises

The promotion of industries through "mixed" enterprises has been the principal method followed by the Government in recent years. These are enterprises owned jointly by the Government and private Cambodian or foreign investors. According to the Mixed Companies Act of 1959, the Government is authorized to participate in existing or yet to be established industries "deemed of special importance to the economy of the kingdom."

The Government's share of "mixed" enterprises may range from 20 to 80% of such companies' capital. In actual practice the government's share in mixed companies has ranged between 20 and 40%, with the remainder owned mostly by private domestic capital.

The Government's attitude toward this form of ownership in vital sectors of the economy is due to a mixture of ideological and economic factors.

Following independence in 1955, the Government wished to ensure that control of the country's economic future remained in Cambodian hands. At the same time Cambodian leadership realized that if the country's economy was to develop at a relatively rapid pace, increasing emphasis had to be placed upon industrial development.

Development snags

However, industrial development was hampered by 2 seemingly insurmountable difficulties: (a) a pronounced shortage of domestic capital and (b) the lack of industrial, financial, managerial, and technological experience.

Cambodian leaders decided that companies owned jointly by the government and private capital would take care of the problem of Cambodian control of industry and, at the same time, provide the means for encouraging private domestic and foreign investment in fields deemed important from a national point of view.

Although the concept of joint Cambodian and foreign enterprises was no-

ticeable as early as the Foreign Investment Act of 1957, "mixed" ownership did not become government policy till the passage of the Mixed Companies Act of 1959.

Since 1961, all major industrial projects have been formed as "mixed" enterprises. In that year such enterprises as a jute bag mill, a phosphate plant, a textile mill, a lumber company, a fisheries and canning firm, a slaughterhouse and a tannery were proposed, and their formation has been approved by the Government. To date 4 of these ventures are in an advanced state of preparation.

The Breweries of Cambodia, capitalized at $2.9 million, will be the country's first brewery. The Government will subscribe to 20% of the company's capital, a French firm will take 40%, and 40% will be provided by private Cambodian investors.

The Cambodian Phosphate Fertilizer Company, with an initial capital of $86,000, subscribed 20% by the Government and 80% by private Cambodian investors, will be the first Cambodian company to develop and process phosphate deposits in the country. The Cambodian Lumber Company (SKEF) is being formed to develop the country's extensive forest reserves. It will be capitalized at $2.3 million.

The Cambodian Fishing and Canning Company (SOCPEC) is the fourth large mixed company approved in 1961. Its major function will be the exploitation of Cambodia's fisheries resources. This company will also be capitalized at $2.3 million and ownership will be divided 40-30-30 among the Government, Cambodian and foreign investors.

The formation of a fifth concern, a $5.7 million cotton textile plant, has also been approved recently. Participation by American investors in this enterprise is actively sought by both the Government and private Cambodian investors.

Foreign investment law

In an effort to attract private foreign investment, the Government enacted a foreign investment law in 1957 assuring equal fiscal treatment to foreign and domestic capital; exemption from taxes or levies, or reduced taxation on reinvested profits during the first years may be granted for highly desirable enterprises.

Just and equitable indemnity in case of nationalization is offered and a guaranty of 10 to 30 years against the risk of nationalization may also be obtained. Annual remittance of net profits of up to 10, 15, or 20% of invested capital is authorized in the currency originally invested, depending on the utility of the investment to the Cambodian economy. One-fifth of invested capital may be repatriated each year.

Authorized investments

The law requires that new investments desiring entry into the country obtain prior authorization from the Ministry of Finance on the recommendation of the Superior Council of Plan and National Development, to enable the Government to permit entry and provide incentives only to those investments deemed "useful" to the Cambodian economy.

The decision authorizing an investment usually spells out the conditions to which the proposed operation is subject, as well as the rights and obligations of the investor. Cambodian capital participation and the employment of Cambodian personnel may be required.

Provisions of this law are applicable to private foreign investments taking part in newly established "mixed" enterprises. Incentives compare favorably with those contained in the foreign investment laws of neighboring countries. Several firms have obtained benefits under this law, although none are believed to be American.

State-owned enterprises

The creation of enterprises owned by the state and acceptance of various forms of development assistance from the U.S. and other countries has been the third avenue pursued by the Government.

Thus far 3 state-owned enterprises have been created—a plywood, a paper and a cotton textile factory. The plywood factory can produce 3,600 cubic meters a year. The paper mill has a potential output of 5,000 metric tons of paper products, and the textile mill of about 5 million meters of cotton cloth a year.

They were established as part of the Communist Bloc's aid program to Cambodia (totaling $23.4 million), which began in 1956. A steel mill may be built with Communist Chinese assistance and 3 others have been offered by Czechoslovakia (a palm sugar refinery, a tire factory and a small tractor assembly plant).

American aid

The U.S. has provided substantial economic assistance of various kinds to Cambodia for the past 7 years ($194 million between 1955-60).

This aid has taken such forms as the provision of financial assistance to the development of small private industry; financing of 15 to 20% of Cambodia's annual imports (in machinery and equipment, essential foods and raw materials); assistance to the development of technical education; improving health standards; and construction of a major highway connecting the capital with the new port city of Sihanoukville. This effort directly and indirectly has been of substantial help to the growth of industry.

Assistance on a smaller scale has been provided by France ($24 million), Japan ($4.3 million), Colombo Plan countries, and the United Nations and its specialized agencies.

Small industry spurts

While the progress of industries promoted by the government has been notable, the development of privately owned, small manufacturing enterprises has been even more remarkable.

In 1955 there were 626 firms licensed to carry on some type of manufacturing activity. By 1960, the latest period for which such data are available, the total number of small manufacturing firms increased to 2,188.

These companies produce a variety of goods, including soap, cigarettes, paint, furniture, silk weaving, pharmaceuticals, assembly of small passenger vehicles and aluminum products.

During the first quarter of 1962 some new industries have been added, such as a new Pepsi Cola bottling plant and a timber producing firm (the Chori Company), reactivated with Cambodian and Japanese capital and Japanese management. The firm hopes to produce 8,000 cubic meters for export during 1962.

In summary, opportunities for American business in Cambodia are favorable at the present. However, many problems facing the Cambodian economy still remain, including shortage of skilled labor and local capital.

Titration process license offered by firm in Holland

A large, established manufacturer of electronic apparatus, ship supplies, engines and generators, switchboards and electrical installations wants to negotiate a licensing agreement for the U.S. production of its high-frequency titration.

The process can be used for routine chemical analysis and no special skills are required for its production. Firms having experience in the field of switchboards and electrical installations, however, will probably be best suited for its manufacture.

Additional information is available on a loan basis from the Office of International Investment, Code 1023, Department of Commerce, Washington 25, D.C.

German companies offer or seek product licenses

Articles range from tractors to control instruments and hoses

Three West German firms offer or seek varied manufacturing licenses.

One company offers a license for the manufacture of its precision control instruments, a manufacturer of special rubber and plastic hoses and gaskets wants a reciprocal licensing agreement, and a third firm wants a license to make tractors and mobile cranes.

Instrument license offered. A manufacturer of various instruments seeks a U.S. licensee for its precision control instruments.

Its products include tape recording controllers for quantity, pressure and temperature; timing devices and relays, electromagnetic counters, computers, synchronous timers, and remote controls.

Additional information in German is available on a loan basis from the Office of International Investment, Code 1022, Department of Commerce, Washington 25, D.C.

Cross license for hoses. A manufacturer of special hoses and gaskets made of rubber and plastics desires a cross-licensing agreement with a U.S. firm which produces similar products.

The firm describes its hoses as suction and air hoses and as protective cable hoses for industrial machines. It also produces both rubber and hydraulic gaskets, the latter being used in the plastics industry.

Additional information is available from the Office of International Investment, Department of Commerce, Washington 25, D.C.

American firms may write to Adolf Rohde GmbH, Dieksanderkoog II, bei Marne/Holstein.

Crane, tractor license asked. A firm producing cranes, lifting units, theatre stage equipment, and machine tools seeks a licensing agreement with a U.S. firm. It is particularly interested in manufacturing tractors, mobile cranes, or tippers.

Write to Max Hensel, Maschinenfabrik und Eisenbau, 81-95 Hermsdorfer Str., Berlin-Wittenau.

Free land available in Italian town

A town in central Italy has set aside an area of 173 acres for industrial use and will give free land to anyone who will establish an industrial plant there, according to the town mayor.

The town also offers the free services of its technical staff and any assistance that may be needed in connection with local financing.

There is said to be an abundant supply of comparatively low-cost labor available.

Additional information may be obtained from the Mayor of Sulmona, Gen. A. Ruggieri, Sindaco, Sulmona (L'Aquila), Italy.

Italian company wants license for furniture production

An Italian firm wishes to produce modern furniture and stuffed armchairs and sofas under U.S. license with capital participation.

It presently makes modern and period wooden household furniture and employs 90 workers.

Write A. Cucchiarelli & Figli, S.p.A., Via Piave Km. 68.4, Latina.

Ghana airport area development is set

Large Accra site to provide facilities for 70,000 people

A Ghana Government-financed housing enterprise recently announced an Accra Airport Area Development Plan which involves a site of 31.94 acres near the city airport and at a principal highway intersection.

The plan envisions that area facilities initially will serve a population estimated at 70,000 which is expected to grow to more than 100,000. This section will be divided into 4 functional areas allocated to general commerce and offices, recreation, foodstuffs, and a hotel. The general area will be served by a simple road network to include readily accessible parking lots.

Total cost of the project is estimated at $8.4 million with anticipated returns on initial investment expected to average a net of not less than 20% per annum.

Promotional and informational brochures may be obtained on loan from the Office of International Investment, Department of Commerce, Washington 25, D.C.

Those interested should write to the Ghana Housing Corporation, Accra, Ghana.

Venezuelan State investments aided

Industrial promotion plan of State of Zulia includes new credit arrangements for investors

The May 28th issue of Foreign Commerce Weekly, page 977, reported that the State of Zulia in northwestern Venezuela seeks capital investments and technical skills to establish new industries.

Zulia's Industrial Development Council (PROINZU) has now made available English-language copies of the Corporacion-Venezuelana de Fomento's (CVF) new and liberal industrial credit plan for the rental of fixed assets with option to purchase.

Under this plan substantial support is to be given to the establishment of new industries. Particular attention is to be paid to small and medium sized businesses by providing them with material means by which new commercial and industrial ideas can be profitably exploited. Proposals from Venezuelans and foreigners alike are welcome.

Once a plan is approved, the investor must provide working capital and guarantees on his technical and administrative experience and the CVF then will finance fixed assets and will pay the cost of installations granted to the new entity under a lease with an option to purchase.

Technical assistance to complete previous economic studies will be furnished.

Copies of this brochure which also contains information on other conditions and regulations governing payment of rental and interest may be obtained from the Investment Opportunities Division, Office of International Investment, Department of Commerce, Washington 25, D.C.

Machinery Mission to U.K. reports additional licensing opportunities

8 British firms interested in varied equipment or chemicals

The following items are in addition to the 47 investment opportunities developed by the U.S. Machinery, Equipment Mission to the United Kingdom which were published in the July 23 issue of INTERNATIONAL COMMERCE.

An asterisk (*) indicates that supplementary information is available on loan from the Office of International Investment, U.S. Department of Commerce, Washington 25, D.C.

Licenses Sought

281 Industrial Chemicals

Chemical manufacturer seeks license to produce specialty chemicals for breweries, printing ink manufacturers, pharmaceutical houses, printers and the tanning trade. British Dyewood Co., Ltd., 19 St. Vincent Pl., Glasgow, C.I.

353 Materials Handling Equipment

Manufacturer of materials handling equipment wants license to make high speed vibrating screens and mineral separators for use with clay, bauxite, and refractory materials. Dickson and Mann, Ltd., Bathville Steel Works, Armadale, Scotland.

355 Special Industry Machinery

Licenses to manufacture a bulk vegetable peeler, and filling machines for food, liquids and powders sought by producer of complete food processing plants. Robert Kellie & Son, Ltd., 40 E. Dock St., Dundee, Scotland.

Convertors and processors of yarns and cloth wish to establish cross-licensing arrangements with U.S. firm which will provide for exchange of latest developments. British Cotton & Wool Dyers Assn., Ltd., Cumberland House, Lissadel St., Pendleton, Salford 6.

Manufacturer of special machinery for paper converting industry seeks licenses for production of food, canning, packaging, and shoe-making machinery. Multimatic Engineering, Ltd., 146 Oxford St., Bisiton, Staffordshire, England.

357 Office, Computing, Accounting Machines

License to produce office equipment such as duplicators or copies sought by manufacturer of offset duplicator printing machines. Ratby Engineering Co., Ltd., Leicester, England.

Licenses Offered

355 Special Industry Machines

License offered for production of machine which can print information around extreme perimeters of tubes of any type, such as coil forms or sewing thread tubes. William Openshaw, Ltd., Roundthorn Estate, Wythenshawe, Manchester.

License offered for manufacture of rotary paperless labeling machine. This machine uses an ink which will not wash off and will last as long as the container. Unit Tool & Engineering Co., Ltd., Sutherland Rd. West, Blackpool N.S., England.*

Greek firm wants to exploit lands with marble deposits

A Thessaloniki firm which owns and leases marble deposits seeks financial and technical help to exploit these deposits.

The company has title to 1,500 square meters of land with red marble and has leased another 6,000 square meters. It owns 10,000 square meters of land with grey black marble and has an agreement on an adjoining 50,000 square meter area.

The firm asserts these marbles are strong, of good polishable quality and with colors not to be found elsewhere.

Investment to date has been $10,000 in land and $5,000 in equipment. The owners not only seek additional financing, but also technical know-how in quarrying and marketing. They will consider partnership arrangements or outright sale.

Write to Elias Gatzonis & Co., 21 Egnatia St., Thessaloniki, Greece.

Sawmill in Africa looks for sale or joint venture

Ivory Coast mill produces hard woods, has own railroad siding

An Ivory Coast firm which produces hardwoods—principally Iroko, a wood similar to teak in weight and to oak in strength—seeks a joint venture or outright sale of its operations.

For a joint venture the company is willing to retain up to 45% of its capital stock, which totals about $50,000. Additionally they also wish to turn management over to the buyer.

The firm is reputed to be the tenth largest of some 30 sawmills in the Ivory Coast and in 1960 reportedly produced 1.9 million board feet.

Iroko can be used for high quality exterior and interior construction and is especially favored for door frames and sills for stability and durability.

The company has a private railroad siding which enables relatively easy transportation to the port of Abidjan. A reliable power supply is also available.

Address inquiries to the Office of International Investment, Code 1-242-4, Department of Commerce, Washington 25, D.C.

Proposed battery, gasket plants in Saudi Arabia need assistance

Licensing, technical aid, equipment and materials wanted

A Saudi businessman seeks an arrangement with an American firm through which parts and components would be supplied regularly for a small battery assembly plant as well as a gasket plant.

The proposed battery plant would be the first of its kind in the country. Interested American firms might consider a licensing arrangement which would provide the Saudi firm with the advantage of marketing a product with an established trade name or developing a new brand name designed for local appeal.

Interested U.S. companies should also be prepared to send a qualified engineer to assist in the installation of the equipment and supervise its initial operation.

The output of such a factory should find a ready market in Saudi Arabia.

An additional attraction for such an enterprise is the recent ordinance issued by the Government encouraging local industry and amending the tariff.

This businessman is also planning to establish a small factory to produce automotive and industrial gaskets.

He also wishes to arrange with an American firm for the supply of machinery and materials for such a plant.

Additional details are expected and will be made available to American firms.

Address inquiries to the Office of International Investment, Code 4-369-2, Dept. of Commerce, Washington 25, D.C.

Colombia sets up permit system for alien shrimp boats

Decree 1656 applies to foreign vessels of more than 10 tons

Issuance of shrimp fishing permits in Colombia to foreign-flag shrimp vessel operators is now governed by Decree 1656, as follows (text furnished by the U.S. Embassy in Bogota):

Article 1. Foreign flag vessels larger than 10 tons associated with local firms, and which intend to fish for shrimp, shall be permitted to dock at a Colombian port only after having obtained the respective fishing permits as issued by the Ministry of Agriculture.

Article 2. The issuance of fishing permits by the Ministry of Agriculture shall be subject to prior approval by the Colombian Merchant Marine headquarters (*Direccion de Marina Mercante Colombiana*) and, in this respect, all documents relating to each vessel, such as registration and tonnage certificates and navigation permits, must be submitted to the Colombian Merchant Marine.

Article 3. Article 7 of Decree 1409 of 1958, which permitted only Colombian flag vessels to fish for shrimp, is hereby rescinded.

Article 4. This decree shall be effective from the date of its publication in the Official Gazette.

Argentina lifts import ban on heavy, costlier autos

The Argentine Government has removed the prohibition on commercial imports of passenger automobiles weighing more than 1,500 kilograms and having an FOB factory value of over $2,000. The July 17 action removing the prohibition was effected through Decree No. 6,865.

Elimination of the prohibition is not expected to have much practical effect inasmuch as cars in the affected weight and value category (over 1,500 kilograms and over $2,000 FOB factory) will be subject to a surcharge of 1,000 pesos per kilogram (at present, approximately 120 pesos=$1).

Korea enacts 2 laws which may affect U.S. military suppliers

All must register with Ministry of Commerce and Industry; construction law makes foreigners subject to local standards

The Korean Government has recently passed 2 laws which are of interest to American firms considering the establishing of a business in Korea designed to serve U.S. military forces.

The Special Law for Military Supply Promotion partially codifies legal provisions which had previously been scattered through other legislation, as well as introducing new requirements. An example of its codification is the provision allowing a supplier to the American military to import necessary raw materials even though their importation might otherwise be prohibited by the regular semi-annual trade program.

A new provision is that all persons engaged in the supply of goods and services to U.S. Forces in Korea (USFK) are obliged to register with the Ministry of Commerce and Industry, which is now given full responsibility for the supervision of the suppliers' activities. This includes the right to determine their eligibility and to inspect their products.

In order to give the Ministry a greater degree of control over suppliers' activities, the provisions of the law now make the formation of supply associations mandatory rather than permissive, and all suppliers are required to join the association being organized under Ministry auspices.

The law further provides that the Ministry of Commerce and Industry may, in his discretion, subsidize the "export" of goods and services to the American military and other foreign agencies within the limits of funds appropriated for that purpose. Presumably this means extending the existing export subsidy system governing the direct export of goods and services abroad to the military supply business.

New construction law

The most important changes in the new Construction Industry Law are those raising licensing standards and explicitly making the law applicable to contracts let by foreign firms or foreign agencies. A basic law on the construction business has been in existence since 1958.

Both of these laws reflect the strong determination of the present Korean Government to utilize all means at its disposal to increase Korea's foreign exchange earnings from military procurement. Both also envisage a greater degree of control by the Korean Government in the procurement process in order to achieve its goals.

Netherlands announces 4 duty-free import quotas

Quotas providing for duty-free entry of certain cork, electrolytic steel sheet, lead and zinc have been announced by the Netherlands Government.

A description of these products and the size of the duty-free quota in metric tons follows, along with the Benelux duty applicable to imports from the U.S. and other sources outside the European Economic Community (EEC) shown in parentheses.

Unworked natural cork, 10,000 metric tons (1.5% or 2.4% ad valorem); electrolytic sheets and plates of alloy steel and high carbon steel, having a wattage loss of 0.75 watt or less, 450 metric tons (12% ad valorem); unwrought lead 40,000 metric tons (40 cents per 100 kilograms net); and unwrought zinc, 9,000 metric tons (40 cents per 100 kilograms net).

These quotas are for the entire year 1962, with the exception of the one on electrolytic steel plate, which covers only the second half of this year.

NETHERLANDS CUTS WHEAT FLOUR LEVY

The levy on wheat flour imported into the Netherlands has been reduced to 15.53 guilders ($4.29) per 100 kilograms, effective August 4, 1962. This represents a reduction of 2.3 guilders (63 cents) from the previous import levy.

Peru increases import duties on some items

50% surcharge put on certain iron or steel bar categories

The Government of Peru has increased the basic import duties on a large number of copper items including wire, cable and cordage, bars, rods, plates, tubes, pipes and unions. Similar products made of aluminum and zinc and tin solder have also been affected by import duty hikes, along with iron and steel bolts, nuts and rivets.

The import duty increases are designed to protect several local manufacturers of these products. The increases are to go into effect 90 days after publication in the official gazette ("El Peruano" of July 17 and 20, 1962).

Details concerning the specific items affected may be obtained from your nearest Department of Commerce Field Office.

The American Embassy in Lima also reports that Peru has established an additional ad valorem surcharge of 50% on certain categories of iron or steel bars, plates, rods and wire. The new ad valorem surcharge was established under a Supreme Decree of July 13, 1962, published in the "El Peruano" of July 31, 1962, under authority of Law 13,199 of April, 1959 which permits the imposition of ad valorem surcharges.

Affected items

The tariff items affected and the total specific and ad valorem duties on these items are as follows:

Item 2341, Bar, plates and rods of iron or steel, unpolished, of any cross section, thickness or length, not drilled —Specific duty of .075 sol (1 sol equals 3.7 cents) per gross kilogram, plus 65.917% on c.i.f. value.

Item 2342, Bars and rods of iron or steel, folded, deformed or twisted for buildings—Specific duty of .06 sol per gross kilogram, plus 65.917% on c.i.f. value.

Item 2350, Iron and steel wire of more than half a millimeter in diameter, galvanized or not, including wire prepared for baling—Specific duty of .09 sol per gross kilogram, plus 65.917% on c.i.f. value.

Further information on articles appearing in this department, and on current foreign government trade and investment regulations for all countries in the world, is available from the Office of Regional Economics, Bureau of International Programs, Department of Commerce, Washington, 25, D.C., or as indicated in individual stories.

Germans impose unspecified quota on canned asparagus

The Federal Republic has opened a quota of unannounced size for imports of canned asparagus spears from the U.S. and Canada.

Applications for licenses may be submitted until the quota is filled, but not later than December 28, 1962. The deadline for customs clearance is December 31, 1962. The issuing of licenses is limited to importers who obtained quotas under announcements published on October 18, 1961, and on February 16, 1962. Applications by importers may not exceed the quotas obtained under these 2 announcements.

Information regarding specifications for this product may be obtained from the Einfuhr-und Vorratsstelle, 40 Adickesalle, Frankfurt/Main.

Ecuador enacts progressive taxation rates on incomes

The Government of Ecuador has published the text of a new income tax decree signed by President Arosemena. According to statements of the Minister of the Treasury, the new income tax law "changes substantially the incidence of taxation in favor of low income groups and imposes progressive tax rates on the upper income brackets."

The law also establishes a system of administration which will guarantee the rights of the taxpayer, increase the amount of collections, and insure the correct application of this new law.

LIBERIA FOLLOWS DELAWARE

The Liberian Legislature has modified Liberia's corporation law so that it reportedly conforms closely to revisions in the corporation law of the State of Delaware. The amended law permits fewer than 3 Directors in cases where there are fewer than 3 stockholders, and provides further latitude for action by a Board of Directors.

Poor crops cause Germany to up rye, wheat imports

Germany will import about 140,000 metric tons (MT) of rye due to its poor 1961 crop and the delayed, small 1962 harvest. Import circles predict additional importation may be required.

About 30,000 MT of U.S. wheat will be imported for the Berlin reserve and must be purchased in accordance with the regulations of the International Wheat Agreement. The German authorities may also buy filler wheat, perhaps Red Winter.

Accordingly, the Federal Republic has established import quotas of unannounced size for U.S. wheat and for rye from the U.S., Argentina, Bulgaria, Finland, Yugoslavia, Canada, countries of the OECD area, Poland, Czechoslovakia, Rumania, Hungary, and the U.S.S.R.

Further information for these products may be obtained from the Einfuhr- und Vorratsstelle, 40 Adickesalle, Frankfurt/Main.

Australia imposes quotas on penicillin and streptomycin

Effective August 3, the Australian Government imposed quota restrictions on imports of penicillin and streptomycin on the recommendation of the Special Advisory Authority. This was the Authority's second ruling for quantitative restrictions rather than increased duties as a protective device for Australian domestic industry; the first was on timber imports in July.

Licenses for imports of penicillin and streptomycin are now being issued on the basis of 1 imported unit for every 9 locally-produced units, or about 20% of the quantities imported in the period July 1961-June 1962. The temporary duty increases imposed on these items last January were removed on August 2.

Singapore exempts some producers from income tax

The Government of Singapore has given Pioneer status (exemption from income tax for up to 5 years) to manufacturers of certain clay products, ceramic ware, steel office furniture, safes, sensitized photographic paper and carbon paper. U.S. exporters interested in supplying industrial machinery and equipment for the manufacture of these products should contact the Investment Promotion Division of the Economic Development Board, Singapore, for full details.

Junta says it will retain economic policies that had Peru on road to prosperity

Economy remains stable despite coup; flood of new industries began in second quarter; trade grows almost 50% in 2 years; huge hydroelectric project scheduled; investment funds sought

This economic review of Peru, covering the second quarter of 1962, does not encompass the period after July 18, when the armed forces seized control of the government and established a military junta. Reports received subsequent to this development indicate relative stability still prevailing in the Peruvian economy.

The announcement of the junta that it intends to pursue the free exchange system and other economic policies of the previous administration has apparently helped to restore confidence in the economic climate. The exchange rate has remained stable at 26.81 soles to the dollar and exchange reserves are at a satisfactory level. On August 17, 1962, the U.S. formally recognized the new Peruvian regime.

The national elections were naturally the dominant factor in the Peruvian economic scene during the second quarter of 1962. Although confidence in the underlying soundness of the Peruvian economy continued high, the tempo of economic activity slowed down as business and industry awaited the election outcome.

Scarcity of liquid capital, postponement of capital expenditures and investment plans, and slow retail sales and domestic collections were manifested as election day approached. Immediately thereafter, labor unrest became increasingly significant as labor unions exhibited broadening influence and power.

On the other hand, Peru's external and internal financial position remained satisfactory, with no disturbing change in Central Reserve Bank foreign exchange holdings, stable exchange rates, a high level of foreign trade, an upward trend in agricultural production, and relatively small change in the cost of living.

On Sunday, June 10, the Peruvian people voted, in an atmosphere of calmness and tranquility, for a new President, 2 Vice Presidents, and more than 240 members of Congress. The results of the voting for some of the posts were known before the end of June, but the all-important presidential succession remained unresolved for more than a month after election day.

The final results gave none of the presidential candidates the required 33% of the vote cast and the constitution required that the new congress which was to convene on July 28 should elect the President. However, on July 18 the armed forces took over the government of Peru and installed a Military Junta. The effects of this political development on the Peruvian economy cannot yet be assessed.

Peruvian trading activities during the second quarter of 1962 were adversely affected by the general elections. The quarter started well for business generally and reports for April and May showed good sales records, compared with the same period of last year.

During June, however, there was a substantial drop in retail business and collections slowed down markedly. Plans for expansion of facilities or for purchases were deferred pending clarification of the political situation. The business community also seemed reluctant to take on long-term dollar commitments.

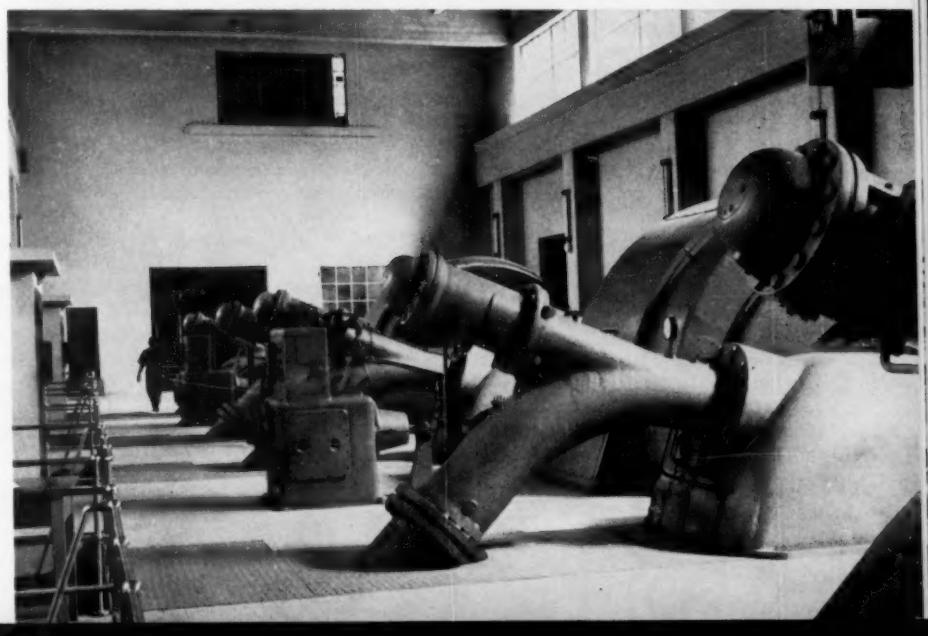
New industries

Despite the uncertainties of the election period, there was clear evidence that industry and trading circles had faith in the long-range Peruvian economic situation. A number of new ventures were inaugurated or announced during the period. The Singer Sewing Machine Company began to assemble its product in Peru and an Italian competitor (Necchi) was reported to be planning a $750,000 investment in an assembly operation.

A Japanese automobile manufacturer announced plans to begin assembly of the "Datsun" in Peru and American and other automobile manufacturers also applied for permission to establish plants—although no completion dates were announced. Some observers believe the market is too small to support an efficient automobile assembly industry.

A Peruvian company, which has a caustic soda plant under construction near the Port of Callao, will soon begin to produce industrial acids in sufficient

PERUVIAN POWER: The interior of the Moyo Pampa power station of the Lima Light and Power Company. Work is scheduled to begin soon on a huge hydroelectric project on the Montaro River. (World Bank Photo)



PERUVIAN ANDES: The town of Chequerec, in Peru's remote Andean foothills, was recently connected with the rest of Peru by the Peruvian Transport Corporation's Central Railroad Project. (World Bank Photo)

quantity to cover domestic requirements and provide an exportable surplus under license from an American concern.

Adding to a line of paints already manufactured under license from an American concern, a Peruvian subsidiary is undertaking the production of marine paints.

At a cost of almost $5 million, a German drug firm inaugurated a new pharmaceutical plant, and production capacity of the plant making "Coldspot" refrigerators was expanded during the quarter.

U. S. machinery and equipment has been purchased for a new foundry in the Lima area partially financed by a $1.9 million Export-Import Bank loan.

Trade missions

A large Australian trade mission apparently closed numerous deals for the sale of Australian agricultural and industrial products and for the purchase of Peruvian coffee and fisheries products. A similar mission from Canada was interested in the sale of heavy machinery and industrial equipment and successfully offered liberal and easily obtained credit terms for the purchase of Canadian products. The reported success of this mission again emphasizes the importance of liberal credit in this market.

Statistics covering Peru's foreign trade for the first 5 months of 1962 show continued expansion, with total trade for the period (imports $220.4 million and exports $216.5 million) nearly 23% above 1961 and 46% ahead of 1960. May imports of $46.9 million were the highest on record. The U. S. retained its customary share of both imports (42%) and exports (34%).

Financial stability

The end of the first half of 1962 found the stability of domestic and external finances unimpaired. Despite political problems, the country's financial situation continued to be characterized by over-all balance in its international accounts, steadiness in foreign exchange rates, a surplus in the government budget, and moderate credit and monetary expansion. No speculative outflow of funds on an important scale was reported.

However, exchange futures were scarce and expensive. Forecasters at the close of the quarter predicted that the Peruvian economy would continue to thrust ahead during 1962 at an annual rate of 4%, reaching a gross national product of about $2.2 billion.

The foreign exchange position of the Central Reserve Bank declined to $83.9 million on June 30, from an April 30 peak of $92.3 million. Spot rates remained steady at 26.85 soles (selling) and 26.81 soles (buying) per dollar, while the premium for September-October deliveries rose to 9 or 10%.

The primary preoccupation of Peruvian agriculture during the quarter was U. S. sugar policy, as the U.S. Congress considered new legislation to replace the 1948 Sugar Act. Peru's quota in recent years had been slightly under 100,000 tons annually, but Peruvian producers were able to sell all their exportable surplus of around 600,000 tons to the U.S. at premium prices when Cuban supplies became unavailable in mid-1960. As finally passed, the new U.S. Sugar Act gave Peru a basic 190,000-ton quota, almost double that under the earlier legislation, with an opportunity to compete for a share in a global quota of about 1.5 million tons which the U.S. will purchase at world prices.

Sugar production for 1962 was estimated to be 4 to 5% above 1961, with a slight increase in average yield. Overall agricultural production is expected to maintain the upward trend.

A step towards improved agricultural methods was taken with executive approval of an agreement between the Institute for Agrarian Reform and Colonization and the Agricultural Development Bank permitting the Bank to grant credits to small farmers in areas opened for colonization. The agreement may signal the initiation of agrarian reform and colonization in the Apurimac area. Various tropical products such as coffee, cacao and tea are likely to show the most rapid production increases by new colonists.

Fisheries grow

The fisheries industry continued its vigorous expansion in the second quarter of 1962. On the basis of industry figures, Peru's volume of fisheries products exports in the first half of 1962 (559,771 metric tons) was 28% above exports for the same period of 1961.

About 85% of the export volume of fisheries products consists of fishmeal. In the first quarter of 1962, exports of fishmeal led all other commodtiy exports in value ($31.5 million), while another fisheries product, fish oil, was ninth among the leading Peruvian exports for the quarter.

Industry representatives estimate that fishmeal exports for the full year will be somewhat over a million tons, possibly 1.2 million, compared to 760,619 tons in 1961.

The lucrative returns to fishmeal producers have spurred substantial interest in fishmeal plants, and it is reported that 72 applications for licenses to establish new fishmeal plants have been submitted in recent months.

The Fisheries Consortium of Peru, the

marketing agency for 80% of Peru's fishmeal producers, is working to expand its membership. It is reported that the government may require producers, especially those newly entering the industry, to become members.

Mining boost

The capital of the Mining Bank of Peru, a wholly-owned government institution, was increased from 200 million soles ($7.5 million) to a billion soles ($37.3 million) and it has been authorized to make investments or to participate up to 50% with private capital in mining investments declared to be in the national interest.

Taxes on mineral exports are the Bank's sources of income, and returns have increased substantially with expanded shipments of copper and iron ore.

A new copper property, owned by the Cerro de Pasco Corporation and located in the Great Bend of the Mantaro River, may be in production by 1964 if negotiations now reported under way between the Corporation and a Peruvian group should be successful. The plan includes the construction of a 750-ton flotation plant to up-grade 3.5% ore, from reserves said to amount to about 3.5 million tons.

The Conchan-California Refinery has yet to run any commercial oil through its facilities or to sell gasoline under the trade name "Conchan". On June 9 a Supreme Resolution was signed giving the Conchan refinery exemption from import duties, consular fees and stamp taxes on all low gravity crude or reconstituted heavy crude oil imported into Peru.

Other importers and petroleum companies pay import charges amounting to about 15% ad valorem. The Resolution was publicly denounced by petroleum interests, and there is some doubt that it will be put into effect.

Labor unrest

Almost immediately after the elections a substantial increase of labor disputes and strikes occurred. At the close of the quarter an estimated 15,000 workers were on strike in Lima alone. The strikes affected 4 U.S. firms: Cerro de Pasco Corporation, Goodrich Rubber Company, Braniff International Airways and General Motors Corporation.

Regulations to govern the work of the Commission for the Economic Regulation of Transport, authorized several months ago, were issued early in the quarter. Tax and duty exemptions for imports of transportation equipment, provided for in the regulations, were immediately requested by some local bus companies.

A $5.3 million contract for a 4-year airport improvement program was also signed during the quarter. A consortium consisting of a Dutch (Philips) and 3 Peruvian construction and financing companies offered the Peruvian Government Airport Authority (CORPAC), a complete package deal, including the completion of buildings and navigational aid and telecommunications systems at the Lima-Callao International Airport, the completion and improvement of civil aviation communications networks, and enlargement and improvement of numerous airports throughout the country.

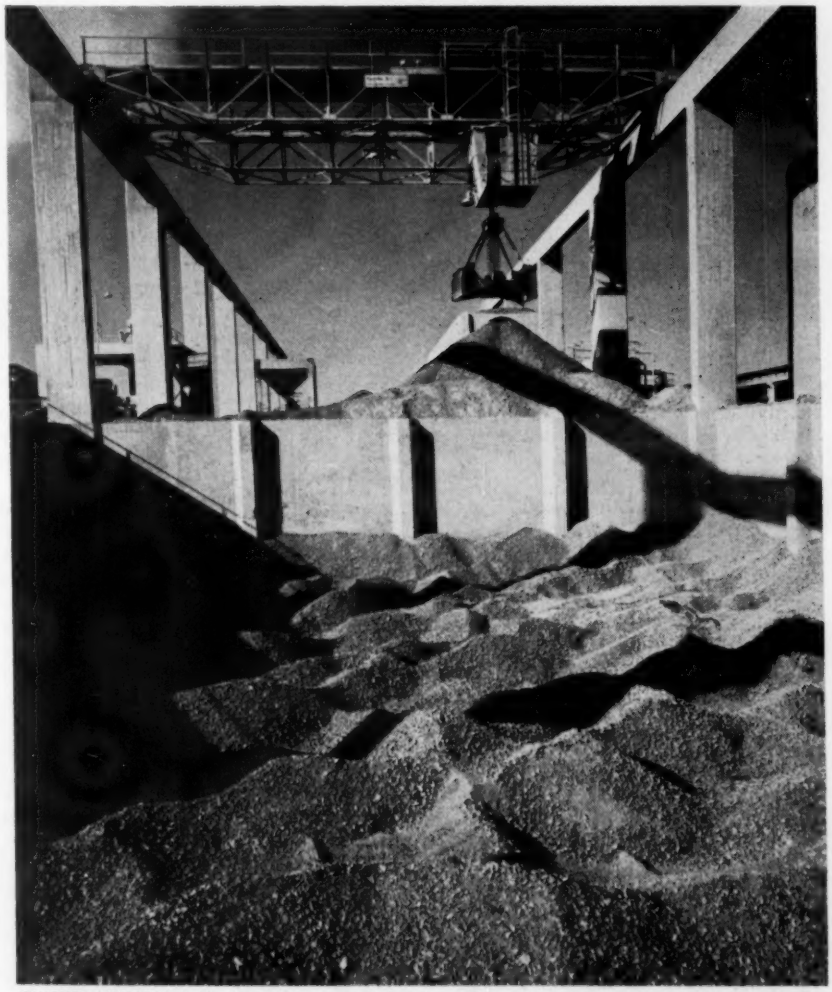
CORPAC had tried unsuccessfully for almost a year to arrange U.S. public financing for these projects, but finally accepted the alternative proposals.

Expansion of the Callao Port facilities was initiated on June 1 with the signature of a $4.2 million contract for the construction of ore and petroleum handling facilities. A Peruvian and 2 French port construction engineering companies are joining in this venture, which is expected to get under way in the near future, and will require nearly 4 years to complete.

Surcharge plan dropped

The proposal of U.S. Atlantic and Gulf steamship lines to impose a 15% freight surcharge at Callao has been dropped in view of the improvements in port procedures effected in recent months.

A consortium of British and German firms is scheduled to undertake the first



CRUSHED LIMESTONE: The Pacasmayo cement plant in northwest Peru supplies its area with the necessary cement for housing, roads, bridges and other construction projects. Its limestone is crushed at the quarry, then crushed again after shipment to the plant, where it is stored in bins. (World Bank Photo)

WATCH THE BIRDIE: A bird is silhouetted against the smoke from a stack at the Pacasmayo cement plant in Peru. Storage silos for raw materials are at the left. A $2.5 million World Bank loan was instrumental in building this plant, one of many foreign-financed Peruvian projects. (World Bank Photo)

stage of a mammoth 400,000 kw. capacity hydroelectric project on the Mantaro River in the Central Sierra. The final cost of the project is estimated at $150 million to $200 million. The initial financing agreements are reported to be for 13.9 million pounds sterling (approximately $39 million) and 84 million Deutsche Mark (approximately $21 million) respectively.

The British interests have signed a supply contract and one covering the financing of their part of the project, while the German financial contract apparently has not yet been concluded. An Italian company, retained in an advisory and supervisory capacity for the project, is reported to have technicians in the Mantaro area. The first units of the project are expected to begin operating by 1967. Work on the construction of access roads to the site was scheduled to start in June.

Another major project, to expand Peru's steel producing capacity, was authorized by a degree of May 2, and a preliminary contract was signed. Plans call for the integrated expansion of the government-owned Santa Corporation steel plant at Chimbote from its present 60,000 metric tons annually to 350,000 tons of finished steel products, at an estimated cost of $130.5 million. An eventual increase to 600,000 ton capacity is planned.

The project is to be carried out by a consortium of West German firms, with machinery and installations to be supplied by Germany, France and Belgium. There is no indication that a definitive contract has as yet been signed.

At the same time, the Santa Corporation announced plans to double the 50,000 kw. capacity of its Cañon del Pato hydroelectric plant, and also to undertake the so-called Chao-Viru project to irrigate 136,000 hectares of land in the Santa Valley. Financing for both projects is being sought.

More power

Contracts were also signed by Government representatives for the installation of a second 20,000 kw. unit for the hydroelectric project on the Urubamba River near Machu Picchu. The first stage (20,000 kw.) is now completed.

A Peruvian affiliate of an Italian company, which constructed the first unit, will finance and complete the second at a cost of slightly less than $1 million. The total cost of the 40,000 kw. installation is estimated at $6.5 million.

The enlarged Machu Picchu plant will provide power for an ammonium nitrate fertilizer plant to be built near Cuzco at a cost of approximately $17.5 million. A German consortium was awarded the financing and construction contract for the fertilizer plant following international bidding.

Representatives of the Arequipa Rehabilitation and Development Board and of other economic interests in Peru's second city are reported to have gone to Japan seeking financing for projects in the area. The Arequipeños are seeking financing for a cement plant, for the proposed Majes irrigation project, and for electric power projects.

Low-cost housing

The most tangible development progress of the quarter took place in low-cost housing. The government attempted to stimulate private investment in low-cost housing construction by exempting enterprises in this field from a total of 21 separate excise and other taxes under specific circumstances.

It also established the National Housing Bank to develop savings and loan associations to assist low-income families in finding credit for low-cost home construction, improvement, or purchase.

The National Housing Institute has also been active in the construction of housing, in assisting self-help housing programs, and in the installation of light, potable water and sewage systems in urban slum areas. On June 2, a lighting system was inaugurated which brought electricity for the first time to 10 fringe districts in the Lima area.

FRENCH COKE SUPPLIED

France now supplies her coke needs, after reducing coke consumption by 25% through new techniques for enriching Lorraine ore. Iron ore deposits in Lorraine will last 80 years, according to recent estimates.

Swiss economy still soaring; officials consider measures to curb rising consumption

U.S. sells over 10% of imports in booming Swiss market; acute labor shortage is chief brake to industrial surge

The Swiss economy continued its phenomenal boom during the second quarter of 1962, and despite a decline of new orders in some industries there are few signs of the slowdown in expansion which has hit several other West European economies.

The more salient characteristics of the Swiss economy are a mounting deficit in the commercial balance and the balance of payments; an intense labor shortage; an extremely favorable climate for business activity; high company profits; rising wages, costs and prices; and overall increasing consumption.

The most important current fact for American exporters to note in connection with the Swiss market is the increasingly high propensity to consume. Wages, salaries and other personal income are rising, with a consequent rising demand for consumer goods. Demand for imported consumer products is now probably greater than in any previous summer in Swiss history.

Popular U.S. goods

During the second quarter, Swiss companies expressed particular interest in importing or distributing American machine tools; plumbing and sanitary installations; central heating installations; furniture; printed fabrics for curtains and draperies; chemical raw products; industrial safety devices; wall calendars; maps; refrigerating and ventilating installations; electrical household appliances; small machines used in construction work; and toiletries.

The U.S. share of Swiss imports during the January-June period of this year was 10.4% as Swiss purchases of U.S. goods rose 4.2% while Swiss sales to the U.S. shot up 14.9%.

Since steps to curb credit, employment and price increases have not thus far been particularly effective, Federal and local authorities are considering measures to limit public and private construction to slow down what they consider to be excessive economic activity.

The labor unions, however, are against wage stabilization, claiming labor's right to a full share in rising productivity and general wealth.

Although Swiss businessmen expect a further rise in overall demand, their long-run expectations are not as optimistic as they were several months ago. Setbacks on the Swiss stock exchanges came as a psychological shock to many businessmen and reduced enthusiasm for further investments.

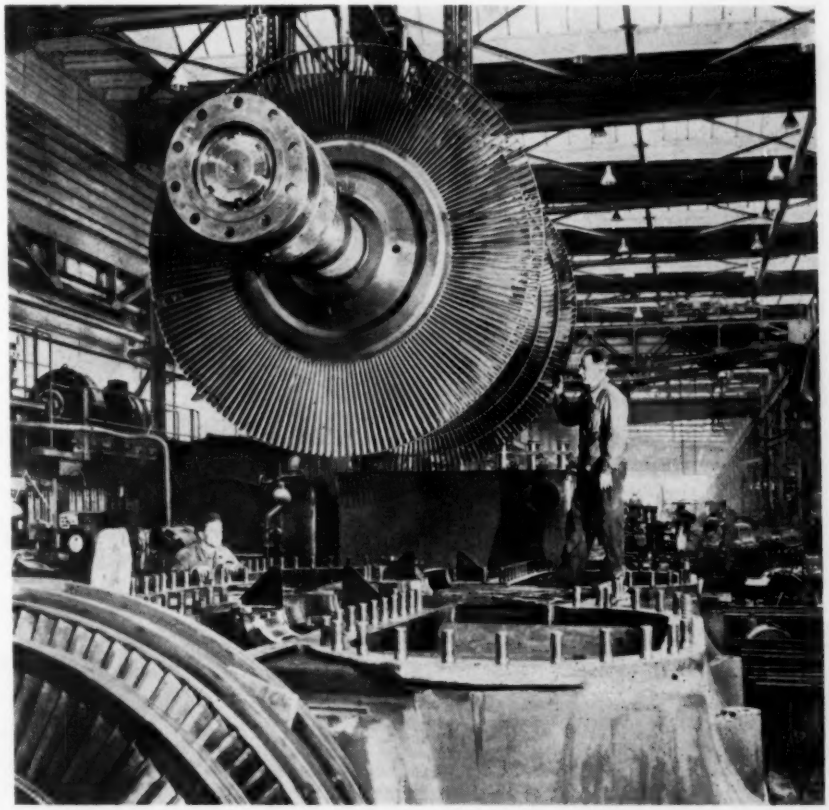
According to official figures, the value of retail sales in April was 15.8% higher than a year earlier. If account is taken of the number of shopping days, the average daily increase in comparison with April of 1961 was 21.1%. Retail sales in May were 10.7% greater than a year previously. Based on the number of selling days, the increase was 7.3%.

A few examples of products currently in strong demand on the Swiss market serve to illustrate its variety.

Big backlogs

The average order backlog in the machinery and metals industry is approximately 11 months at present and there is a 1-year backlog of orders for woodworking machinery. Due to the growing labor shortage, prospects for the sale of all types of automated machines and equipment continue to be particularly good.

A branch of the machinery and metals industry which is exceptionally busy is



CAPACITY INDUSTRY: Swiss workmen assemble a turbine at one of Switzerland's factories which are currently running full tilt despite an acute labor shortage. (Swiss Information Service Photo)

manufacturing machinery for bakeries and confectioneries. Consumption of ice cream and sherbet is on the increase, and additional machinery for manufacture and distribution of these items is required although most of this type of machinery is manufactured in Switzerland.

Because of the construction boom, products related to the construction industry are selling very well. Cement is in heavy demand and there is a large market for oil heating equipment.

However, there are 15 domestic manufacturers of heating equipment and 5 or 6 foreign firms already competing for that market and competitive prices must be offered. Ventilating equipment for offices is selling well and there is an excellent market for office furniture.

The excellent market for packing materials has brought about creation of several new Swiss firms to manufacture these items. Heavy demand exists for cardboard packing materials, but thus far the domestic industry has been able to satisfy that demand.

Greater consumption of soft drinks is increasing demand for carbonic acid, oxygen, hydrogen and carbon dioxide used in beverage manufacture by 5% yearly. There are supply shortages due to the difficulty of increasing production of these gases, and demand for certain other chemicals and medicines also exceeds supply.

Trade imbalance grows

Foreign trade data in the first half of this year compared with the same period of last year indicate continuing strong upward trends in imports and exports, but with an unfavorable balance between the 2. Imports increased by approximately 15% to 6.5 billion Swiss francs while exports for the same period increased only 10% to 4.6 billion Swiss francs. The unfavorable trade balance increased by more than 400 million Swiss francs.

The trade deficit this year was limited almost entirely to Switzerland's trade with the European Economic Community (EEC), which showed an unfavorable balance of 2.14 billion Swiss francs. However, Switzerland also had a deficit of 35 million Swiss francs in its trade with its partners in the European Free Trade Association (EFTA).

These deficits were partially offset by a favorable trade balance with overseas areas, which increased from 112 million Swiss francs in the first half of 1961 to 172 million Swiss francs in the first half of 1962.

Chief imports

The global import increase in part reflected higher prices. The main products imported were machinery; instruments and apparatus; liquid fuels and gasoline; chemical raw materials and semi-finished chemical and pharmaceutical products; building timber and lumber; raw and sheet iron and steel; steel and iron pipes and steel alloys; copper; automobiles; aircraft and spare parts; precious stones and jewelry; raw tobacco; meat, both fresh and frozen; vegetables; wheat; semi-tropical and fresh fruits; edible oils and fats; plastic; rubber products; synthetic yarns; paper and cardboard; books and periodicals; leather; wearing apparel and textiles.

EFTA to reduce tariffs

At the ministerial meeting of EFTA at Stockholm on June 21 and 22 Switzerland and the other member countries (Great Britain, Austria, Sweden, Norway, Denmark and Portugal, along with associate member Finland) agreed to a further reduction of 10% in their mutual tariffs. Along with Great Britain, Switzerland undertook to implement the next tariff reduction on October 31 of this year.

When the new cut is made, Switzerland's tariffs affecting other EFTA members will be only half of what they were 2 years ago. The new reduction will be far ahead of schedule, as it was originally scheduled for January 1, 1965.

Industry at capacity

While the rate of movement was uneven, the production level continued to rise in nearly all Swiss industries.

Since the majority of industries have an order backlog, a decline in new orders in certain branches has had less effect on current production than would

DOWNTOWN LAUSANNE: The bustling commercial district of Lausanne is sharing in the benefits of Switzerland's remarkable economic surge. An unfavorable trade balance and restrictive governmental actions haven't been able to slow down the vigorous consumer buying boom. (Swiss Information Service Photo)

otherwise have been the case. In general, the major factor limiting production continues to be the shortage of labor.

Key industries

Conditions in the important construction and watch industries serve to illustrate the current industrial situation in Switzerland.

The construction industry has been operating at a seasonal level near or beyond the highest previous level in its history. It was evident during this period that the volume of highway construction and industrial building was increasing. While expansion of residential construction in suburbs and rural areas had been expected by Swiss observers, there was also an unanticipated increase of housing construction in the larger cities and towns, after a slight decline in such construction had been registered in the first quarter.

Watch industry exports, which usually comprise about 98% of the industry's total production, continued to show an increase over the record breaking year of 1961 during May and June. In each of the first 6 months of this year the value of watch exports was greater than the corresponding month of 1961.

Scattered exceptions

There were a few exceptions to the general high level of industrial activity typified by the condition of the construction and watch sectors. One such exception occurred in the cotton goods processing industry, where the period of summer calm began earlier than usual. Another scattered instance of this kind was observed in the jute bag industry. The production of that industry was influenced by severe competition from Indian and Pakistani suppliers and a decrease in domestic demand.

The pressure on the labor market continues to be acute. At the end of June there were only 170 registered unemployed persons in the Swiss work force. Vacancies registered with the Federal authorities totaled 6,342 at the end of June; there were 6,157 a year earlier.

The shortage of labor is particularly intense in agriculture, construction, household services, tourism, and metallurgical manufacturing. The most serious labor shortage is in the agricultural sector. In June the number of foreign agricultural workers in Switzerland was fewer than 25,000 compared with a total of nearly 35,000 employed during a previous summer.

The cost of living continued to rise, and at the half-year mark the consumer price index (1939=100) was at 195.1 points, an increase of 4.9% over the end of June 1961. The wholesale price index (same base) was at 222.3 at the end of June 1962, an increase of 3.8% over the same date in the previous year.

The annual rent statistics were published in June. These data indicate that the average annual level of rents have increased 5.3% during the period June 1, 1961 to May 31, 1962.

The Canadian dollar devaluation in early May and the New York Stock market break toward the end of that month influenced the money, capital, and foreign exchange markets in Switzerland strongly toward the end of the second quarter. These 2 events provided the immediate impulse, though perhaps not the long-range explanation, for a weakening of the dollar on the Swiss market.

A reversal of capital flow occurred during the quarter, and in May and June substantial amounts of funds once again began to flow into Switzerland. Swiss stock markets reacted sharply to the break in the New York market, and share prices since have followed stock movements in New York closely.

Senegal lists imports in June pact with USSR, Poland

The Government of Senegal has announced the products that may be imported under terms of trade agreements concluded in June with Poland and the U.S.S.R. The agreements, effective until May 15, 1963, provide for Senegal importing foodstuffs, tools, photographic material, construction supplies and a wide range of agricultural, industrial and electrical equipment.

Bloc imports will be paid for with Senegal's global exchange quotas of foreign exchange allocated to imports from all countries other than those of the European Economic Community (except France).

Venezuela to review debts owed to foreign exporters

Venezuela's Office of Exchange Control announced on July 17 that applications for review of past commercial debts owed by Venezuelan firms to exporters abroad must be submitted within 90 days. A committee was established under Decree 724 of April 2, 1962, to review such debts incurred prior to March 20, 1961 but not registered for reasons beyond the control of the interested parties.

Nine nations form consortium to aid Turkey's new plan

Membership open to more nations; plan to be drafted by September

A consortium of 9 leading Western nations has been formed to help Turkey achieve its long-range economic development goals.

The Consortium is composed of the U.S., Belgium, Canada, France, Great Britain, Italy, Luxembourg, the Netherlands and West Germany. Turkish officials emphasized that membership in the association is open to other nations, and the Deputy Prime Minister said that several other countries may join.

Member nations will not only provide financial assistance, but will also seek to obtain funds from other sources. The idea of a Consortium has been under study for some time, as a means of getting its 5-Year Development Plan underway.

A counsellor to the West German Government has been named chairman of the Consortium, which will work closely with the International Monetary Fund (IMF), the Organization for Economic Cooperation and Development (OECD), the World Bank and the European Common Market.

Turkey's new 5-Year Development Program will be drawn up as a draft law and submitted to the National Assembly when it reconvenes in September.

Cholera epidemic hurting Taiwan's exports of food

Taiwan's first cholera epidemic in 15 years struck over 65 towns and districts on the island, causing the government to prohibit the movement of all fish, meat, vegetables and fresh fruit from the stricken areas.

Kaosiung, one of the 2 major ports, was declared infested and exports from it were banned.

Taiwan's exports to Japan were expected to be the hardest hit. Japan has already temporarily banned importation of Taiwanese sugar, bananas, fresh and dehydrated fruit, fish and shells, and all vegetables.

Chinese officials estimate a loss of $7 million in exports resulting from its own and foreign restrictions on exports.

Venezuelan business prospers despite revolts and currency reform; outlook optimistic

Industrial power consumption at all time high in June; many plants open, more are planned; public debt reduced; oil output up; communications system reorganized

Business in Venezuela was excellent in June from both the commercial and industrial points of view. With minor exceptions, every available indicator shows that, compared with previous months, there was a great improvement; in fields where there are no statistics, the feeling was the same—that things are getting better.

Specifically, sales of electric power in Metropolitan Caracas jumped to a new all time high for the second consecutive month. Although domestic use was the highest in 4 months, total domestic consumption did not quite reach the all time figure.

Industrial consumption did reach a new all time high, 9% above last year's average.

Retail sales jump

Retail sales all over the country improved greatly with the sole exception of the Ciudad Bolivar area. Even the hard hit eastern part of the country around the Barcelona-Puerto La Cruz area picked up.

Cement production continued to improve for the fourth consecutive month, reaching a point 43% above the February low and 10% over last year's average. The 4-month average is only 3% below the same 4 months last year and June was 14% above June 1961.

One weak spot was a substantial nationwide drop in soft drink sales which continued into July. This is chiefly due to the beginning of the rainy season which has been especially heavy this year, causing floods in some parts of the country.

As noted in earlier articles, any economy which can withstand the shock of a major adjustment in the effective rate of exchange, followed closely by 2 major attempts to overthrow the Government, and actually better its condition must be basically sound. June seemed to dispel any remaining doubts on this score.

Further information about country or area articles appearing in this department, as well as current information on commercial and economic conditions throughout the world, can be obtained from the Office of Regional Economics, Bureau of International Programs, Department of Commerce, Washington 25, D.C.

Commodity stories generally are prepared by the Business and Defense Services Administration (BDSA) industry divisions.

Reports are based on dispatches from U.S. Foreign Service posts and on departmental analysis.

As of mid-July authorizations for purchase of exchange at the 3.35 bolivares to $1 rate, for machinery and equipment ordered prior to the April 2 exchange regulation, amounted to the equivalent of $15 million, about half of which was in dollars. It appears that when the application review process is completed authorizations will amount to over $30 million.

Liquidate commercial debts

Payments on registered commercial arrearages have averaged about $5 million monthly during the first half of 1962. Debts incurred prior to March 20, 1961 but not registered for reasons beyond the control of the interested parties are now being reviewed by a committee authorized for the purpose under Decree 724. On July 17 the Office of Exchange Control requested banks to submit such applications within 90 days.

A new 100 ton per day paper plant was opened at Maracay by MANPA, a large old paper converting company in Caracas. This plant, with VENEPAL and another to open, give Venezuela more than enough capacity to handle all ordinary paper needs. Specialties are not yet made.

SIADCA, a 100% Venezuelan-owned factory near Caracas, started production of Admiral refrigerators under a license and technical know-how agreement and will expand to other products later.

The Government steel plant started up its open hearths and is now producing its own steel ingots.

Manufacturas Multiples commenced making brakebands; Chrysler produced its first Simca 1000; Mobil Oil Company de Venezuela began marketing 2 new products: Mobiloil tires (made by General Tire) and Mobiloil storage batteries (made by ESBIC—Electric Storage Battery); Productora de Semillas received new capital from Creole Investment Corporation (CIC) and will start processing seeds for hybrid corn; CIC also invested money in a local company to start producing mushrooms.

Among future projects which have been announced are the manufacture of Bacardi Rum; the building of an assembly plant for International Harvester trucks; and a new technical know-how agreement with the U.S. firm Universal Rundle for production of a full line of ceramic sanitary ware by Venezuelan de Ceramica, a Venezuelan company recently purchased from its former proprietors and reorganized by its new owners.

Orinoco bridge

Bids were received for the building of a bridge across the Orinoco River at a cost of over 100 million bolivares. The bids of 2 companies are being studied and renegotiated. Although the contract has not been awarded, it has been definitely announced that construction will start in November.

Public credit operations overshadowed other financial developments during June. The preliminary Treasury account for the month showed an income of 475 million bolivares and expenditures totaling 580 million bolivares. Most of the income was derived from sales of Treasury bills, and it also included a 50 million bolivar drawing on an Export-Import Bank loan, which represents a long-term obligation for development purposes.

Redemption of Treasury bills accounted for most of the expenditures. In effect, credit operations for June amounted to a roll-over of some 455 million bolivares and the cancellation of about 125 million bolivares in short term obligations.

Of the 620 million bolivar borrowing authority granted by Congress last De-

cember, 270 million bolivares have not been used, and it appears that the Government has no present intention of utilizing this remaining amount.

The net reduction in short-term obligations in June reflects the improved fiscal situation. Based on preliminary estimates, the Treasury balance of 461 million bolivares on May 31 was reduced about 40 million bolivares in June, while there was a net reduction in the public debt of about 70 million bolivares.

Bond issues

Late in June, Congress authorized the issuance of 200 million bolivares in public debt 5 year bonds for the payment of obligations of the National Government and autonomous institutions pending as of June 30, 1961. These will fund a portion of more than 400 million bolivares in floating debt recognized as legitimate by the government, much of which has been pending for many years.

The Congress also authorized issuance of 130 million more bolivares in 5-year bonds for obligations of the Caracas Municipality as of December 31, 1961. These bonds should help to increase liquidity in Venezuela and may facilitate the payment of foreign debts.

There were no significant changes in monetary and financial indicators in May. The money supply remained stable and there were slight decreases in bank deposits and commercial bank loans and investments.

The Chase Manhattan Bank of New York announced a public offer to buy 49% of the stock of the Banco Mercantil y Agricola. This bank, which has deposits of over 200 million bolivares, ranks among the 5 or 6 largest in Venezuela. Chase Manhattan reportedly will work closely with the local bank and supply technical assistance, but will appoint only 1 member of its Board of Directors.

Reserves diminish

A large foreign exchange deficit in May ($61 million) and a continuing though smaller deficit in June brought reserve sight deposits to very low levels in the latter part of June and early July. However, Venezuela's large gold reserves ($438 million) were not affected.

Reserves were replenished in mid-July when petroleum and iron companies sold foreign exchange earnings (approximately $100 million) to meet quarterly income tax obligations under the new pay-as-you-go tax collection system.

Reserve holdings are now expected to go through another quarterly cycle, with pressure on sight deposits building up in late September and early October. The Central Bank could then resort to short term borrowing (probably bank acceptances) as in March of this year.

The restrictive efforts of the April 2 exchange reform on import demand are expected to take hold increasingly and improve foreign exchange prospects by the end of the year. Its beneficial effect on the balance of payments has been delayed, however, by temporary effects of the exchange reform and special exceptions which actually increased some categories of Central Bank exchange sales.

Central Bank officials have said on several occasions that the controlled dollar free rate (presently 4.54 bolivares per $1) will be lowered as conditions permit. Central Bank President Machado said in June, however, that the Bank is waiting to observe the effects of the exchange reform on the balance of payments before the rate is lowered.

The Bank appears understandably reluctant to lower the rate when pressures on exchange reserves are still strong.

Meanwhile, dollar quotations on local stock exchanges stabilized within fractions of the Central Bank controlled free rate, apparently without the necessity of direct intervention by the Central Bank. The threat of intervention in recent weeks has been sufficient to keep the market within orderly limits.

Oil increase

Crude oil production for the month of June was 3,253,438 barrels per day. Accumulated production for January through July 4, 1962 was 3,190,000 barrels per day as compared to 2,912,000 for the same period in 1961, equivalent to an increase of 9.55%. The official estimate of production for the month of July 1962 is 3,280,000 barrels per day. As of the week ending June 27, 1962 there were 33 rigs in operation as compared to the weekly 1961 average of 34 rigs.

Average monthly exports of iron ore through the month of May 1962 were 1,304,000 metric tons, compared to 1,359,000 metric tons in 1961. The U.S. remains the principal importer of iron ore with Germany, England and Italy in lesser order.

Communications

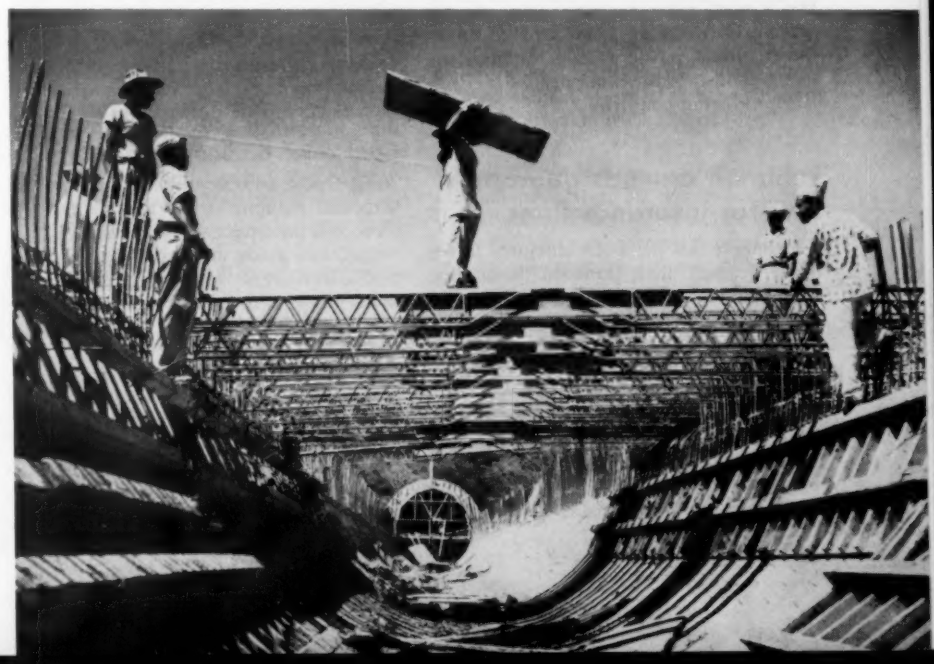
Venezuela took definite steps to reorganize its telecommunication system by combining under 1 authority all local and long distance, national and international telephone systems, national and international telex, radiotelephone, data transmission and facilities for transmission of radio broadcasts and television.

Telegraph and radiotelegraph systems are not affected and will remain under the Directorate of Telecommunications.

Creation of the single new company, TELEVENCA, will permit the long overdue elimination of costly duplication of services and will make for more efficient service. For example, in the past most city telephone systems were operated by the telephone company while the long distance services were maintained by the Ministry of Communications. The single new administration will now operate all telephones.

In agriculture, the BAP (Agriculture and Cattle Bank) announced that it was

VENEZUELAN HIGHWAY: Workmen install a reinforced concrete culvert on a stretch of the Coche-Tejerias highway in Venezuela. The nation's economy has snapped back remarkably well from the 2 June revolts and a stringent currency reform, and new industries are locating in Venezuela. (World Bank Photo)



financing the importation of 10 million dollars worth of agricultural machinery, 90% of which would be used for agrarian reform purposes. The BAP created a new department within its organization to administer its supervised credit program in which AID funds and technical assistance would play a major role.

Venezuela expects to receive a coffee export quota under the pending coffee agreement of 560,000 sacks of 60 kilos each (33,660 m.t.), well above the average of the last few years.

In June, 70,000 hectares had already been planted to corn. New corn varieties were expected to increase yields per hectare. Dry whole milk price increases were forecast.

A June amendment to the Food for Peace agreement that was signed in May, 1962, added $5 million worth of peas, beans, meat products, dairy products, vegetables, oilseed and oilseed products, and fruits.

An overproduction of potatoes has resulted in record low prices. The Agrarian Reform Institute (IAN) continued to buy large farms at a rapid rate.

Import tonnages through the major ports of La Guaira, Puerto Cabello and Maracaibo totaled 154,000 metric tons during June, compared to 132,000 for the same month last year.

Industrial investment in Netherlands drops

Industrial investment in fixed Netherlands assets is expected to drop to $649 million (2,350 million guilders) for the year 1962, a decline of 18% from the 1961 level.

A particularly sharp drop is anticipated for the chemical and textile industries. The Dutch chemical industry, especially the newer petrochemical and plastics sectors, is suffering from over capacity due to the rapid expansion in both the Netherlands and the other principal chemical producing countries.

Lebanon amends guarantee law for insurance firms

Lebanese law has been amended to require foreign and domestic insurance companies to establish a financial or real estate guarantee of £ 50,000 ($16,700) for life insurance and £ 25,000 ($8,350) for each other kind of insurance.

This information supersedes data appearing under Insurance in *Basic Data on the Economy of Lebanon*, World Trade Information Service, Part 1, No. 61.75.

Korea gets $14 million IDA loan to reorganize railway system

Will buy 115 passenger cars and 800 coal cars through competitive bidding; also to modernize management

The International Development Association (IDA), an affiliate of the World Bank, has loaned the Republic of Korea the equivalent of $14 million to allow the Korean National Railroad to purchase 115 passenger cars and 800 coal cars abroad.

The loan will also pay for the services of foreign consultants to assist in the establishment of a modern accounting and statistical system for the railroad.

These are among the key items in a 5-year program, 1962-66, to increase railroad capacity and efficiency.

In the absence of an extensive system of paved roads, which would be both difficult and very costly to construct, the Korean National Railroad is the country's principal means of transport.

The system, which is at present part of the Ministry of Transportation, is well developed and now consists of some 1,900 route miles. The line is double track for the 290 miles between Seoul, the capital, and Pusan, the main port and second largest commercial center; the remainder is single track.

The Railroad's freight traffic increased from 10.4 million tons in 1955 to 15.4 million tons in 1961 and the number of passengers grew from 57.3 million to 88.3 million annually. Even with efficient operation and almost complete reconstruction of facilities damaged during the Korean War, the capacity of the Railroad has been unable to keep pace with growing traffic. As a result there have been delays in transportation, uneconomic freight handling, and inconvenience for passengers in over-crowded trains.

Coal chief problem

The most serious problem has been insufficient equipment for the coal movement and passenger service. Korea's coal output has made an increasingly important contribution to economic progress since 1953. Production has risen from less than a million tons to over 5 million; as a result, though Korea spent $25 million on coal imports as recently as 1956, she is now a small exporter of coal. This is by far the most important commodity carried by the Railroad, 5.1 million tons in 1961, and accounted in that year for about 46% of commercial revenue freight.

Passenger traffic, which contributes significantly more to the Railroad's gross revenues than freight, is also growing. Additional cars are needed not only to provide for future demand, but also to replace many obsolete passenger cars and 500 converted box cars which are still used for passenger service.

During the first 2 years of its expansion program, the Railroad is giving priority to overcoming the most acute deficiencies. Planned measures include the consulting services and equipment and to be financed by the IDA credit.

They also involve completion of the new Hwanji Line connecting the coal mining area of the northeast with the main system; the purchase of 300 freight cars and 150 passenger cars; and the conversion or improvement of 800 freight cars.

These measures will cost the equivalent of about $27 million. The IDA credit of $14 million will cover part of the foreign exchange requirements, with the Government financing the remaining costs from its own resources. The equipment to be financed by the IDA credit will be acquired through international competitive bidding.

ETHIOPIA'S BUDGET

Ethiopia's 1963 budget, made public June 28, provides for expenditures totaling $114.8 million, of which $31.2 million are allocated for development purposes and $83.6 million for governmental operating expenses. Revenues from internal sources are estimated at only $86.1 million, but most of the shortage is expected to be accounted for by foreign loans for development projects.

PHILIPPINE SUGAR QUOTA

The U.S. Department of Agriculture has announced that in accordance with the Sugar Act, as amended and extended, the revised permanent quota for the Republic of the Philippines is 1,050,000 tons. This represents an increase of 70,000 tons over the former quota established in the Revised U.S.-Philippine Trade Agreement.

Singapore offers opportunity for U.S. television

C.i.f. prices of U.S. sets should be lowered; 625-line system used

Establishment of a regular television broadcasting service in Singapore, by late 1962 or early 1963, should offer opportunities for the sale of U.S. television receivers and components, the U.S. Consulate General reports.

Construction of a permanent transmitting station for island-wide coverage began in March 1962. The bulk of the transmitting equipment, ordered from a British firm, is expected to arrive by October. The total cost of the television station, when completed, has been estimated at U.S. $1.9 million.

There are no official statistics showing imports of television receivers. The consensus of local trade sources is that imports have increased considerably since January 1962.

Low-cost Japanese receivers, with 12" to 21" screens, have entered the market in increasing quantities. Retail prices are reported to start at the equivalent of $100. West German receivers are also beginning to appear in retail shops.

U.S. sets face problems

Local distributors expressed the view that c.i.f. prices on American-made sets must be lowered considerably in order to make them competitive. Furthermore, sets must be adapted to the 625-line system. Several distributors have indicated a preference for making the necessary adjustments in their own shops. One dealer, however, indicated that the U.S. firm he represents will supply sets already converted to the 625-line system.

Television receivers must conform to the 625 line/50 cycle (CCIR) system, and operate on a 230-volt, 50-cycle a.c. power, using 3-pronged (British specification) plugs with 1 line for ground connection.

Two channels are planned and sets must accommodate to 175.25 megacycles (video carrier) and 180.75 megacycles (sound carrier) on one channel, and to 196.25 megacycles (video carrier) and 201.75 megacycles (sound carrier) on the other.

IDB lends Argentina $5.5 million for irrigation and development

Most of needed equipment expected to be procured in U.S.; 13-year project will develop 80,000 hectares of new farmland

The Inter-American Development Bank (IDB) has announced the approval of a loan equivalent to $5,544,000 from the Fund for Special Operations to help finance the first part of a broad program for the development of the Lower Viedma Valley in the Rio Negro Province of Argentina.

Most of the imported material and equipment needed for the project is expected to be purchased from U.S. firms.

The loan will cover about 58% of the cost of a project for colonization and intensive agricultural and industrial development of an 8,700 hectare area which will be carried out by the Instituto de Desarrollo del Valle Inferior de Río Negro (IDEVI), an autonomous agency of the Province.

The Fund for Special Operations, which is completely separate from the Bank's ordinary resources, was created to make loans on terms and conditions appropriate for dealing with special circumstances arising in specific countries.

13 year program

The project constitutes the first part of an 8-phase, 13 year program for the integrated economic and social development of the Valley. It covers the preparation of 80,000 hectares (267,000 acres) of land for intensive farming through a process of land rehabilitation and settlement, with distribution into low-cost properties.

The program will add a potentially fertile area previously used only for stock raising to the nation's intensively cultivated farmlands. It calls not only for more efficient land use but also for construction of infrastructure projects and the industrial processing of farm products.

Principal works will involve irrigation, drainage, flood control and soil improvement, while supplementary infrastructure works such as roads, electric power, industrial plants and social service centers will be carried out by IDEVI.

Up to $2.68 million of the loan will consist of dollars or the equivalent in the currencies of other member states, with the remainder in 236 million Argentine pesos. Most of the foreign exchange ($2.2 million) will be used to pay for goods and services originating abroad.

Canada's airlines had worst financial year during 1961

Traffic increase failed to stem record $14.5 million loss

Preliminary statistics indicate 1961 was the worst financial year in the history of Canadian air carriers. Though their traffic increased, the 6 scheduled carriers lost more than $14.5 million, compared with $7.5 million in 1960.

Canadian Pacific Airlines lost $7.6 million and Trans Canada Airlines dropped $6.5 million.

TCA attributed much of its loss to the sharp shift from first class to economy fare travel, and the costs of introducing jet aircraft. CPA blamed its losses on restricted trans-continental flight frequencies, a general reduction in fares last year, and insufficient traffic volume to utilize jet capacity.

Three of the scheduled regional carriers showed some profit. The fourth showed a heavy loss and is undergoing major organizational changes.

International Air Transport Association (IATA) carriers operating out of Canada have won an 8% fare increase on all international routes effective July 16 to compensate for the devaluation of the Canadian dollar. Fares within Canada and for travelers to the U.S. from Canada remain unchanged.

Travelers from the U.S. to Canada, however, must pay fares based on the current exchange rate. Fares on trans-border routes between the U.S. and Canada are not subject to IATA agreements.

INDIAN TRADE: Longshoremen load merchant ships tied up to the docks at the South Indian port of Madras. Expanding exports and import controls have narrowed India's trade deficit. (World Bank Photo)

Indian trade deficit narrows, but exchange crisis persists; U.S. remains chief supplier

Tight exchange controls, reduced import quotas yield results; World Bank Consortium pledges $1 billion for development; principal imports are capital goods, metals and raw materials

India's second quarter foreign trade continued the gradual improvement which began last fall, but she still required help from the World Bank Consortium to furnish the foreign exchange needed for projects scheduled under her Third 5-Year Plan.

Complete trade figures are not yet available, but data for April and May point to a reduced deficit compared with the same period last year.

Imports of $836.2 million for January-May 1962 were down from last year, while exports of $562.3 million were slightly ahead of 1961's pace. Tight exchange restrictions held imports in check and efforts to stimulate exports were beginning to show results.

However, the foreign exchange situation remained the object of serious concern and hopes were pinned on pledges of foreign aid by World Bank Consortium countries to pay for developmental imports. On July 30 the Consortium made commitments of over $1 billion to India for the year ending March 31, 1963.

U.S. leading supplier

The U.S. continued to be the largest supplier of goods to India, with the United Kingdom in second position. Principal Indian imports were capital goods, metals, and industrial raw materials.

The United Kingdom, followed by the U.S., maintained its position as the largest buyer of Indian goods, which consisted largely of jute goods, tea, and cotton textiles.

Anxiety over India's foreign exchange shortage led the Commerce Ministry to announce a 50% reduction on all quotas of established importers on June 8. Cuts were also to be made in licenses held by actual users. None of these reductions applied to licenses granted against credits made by the U.S. under aid agreements.

The Import and Export Policy Committee appointed by the Government of India published its report in May which pointed up the static nature of export trade during the last 5 years. It recommended the establishment and expansion of industries whose production could be geared to export markets and the broadening of export incentives such as increased imports of capital equipment, components and raw materials for exporters, freight concessions, and tax remissions. A Board of Trade was established, chaired by the Minister for International Trade and representing both government and private business interests.

Exchange restrictions tightened

Foreign exchange assets dropped from $272.4 million at the end of March to $204.4 million the end of June. India applied to the International Monetary Fund for a standby arrangement to draw up to the equivalent of $100 million in currencies held by the Fund for the following 12 months. This was authorized in July.

Import restrictions posed problems for Indian industry, which also faced bottlenecks in power, transport, and fuel availabilities. Private steel production totaled 679,000 and 673,000 metric tons of ingot during the first and second quarters, operating slightly below rated capacity.

Public sector steel mill operation was expected to improve with the appointment of C. Subramaniam as Minister for Steel and Heavy Industries, since major reforms were being undertaken on his initiative.

Lags in the development of the nitrogenous fertilizer industry made it increasingly doubtful that it would achieve its planned yearly target of 800,000 metric tons of nitrogen.

Private industrial license holders continued to experience difficulty in securing needed foreign collaboration.

Cement production improved some-

what but not enough to overcome serious shortages. Textile production proceeded at last year's rate, with imports of raw cotton from the U.S. and Pakistan forestalling threatened production cutbacks.

Delays in monsoon rains depleted water supplies in hydroelectric projects in some of the southern states. State governments imposed cuts in industrial power supplies and were in turn asked by the central government not to recommend new industrial licenses requiring more than 2,000 kilowatts unless they could provide the power.

Mining activities were beset by problems of power and transportation. The use of additional railway freight cars, trucks, and barges was authorized for coal haulage. Coal production for the year ended March 1963 was expected to reach 62 million metric tons against 55.2 million tons the year before. The target has been set at 97 million tons by March 1966.

Production in other mining industries varied. A rise was reported in production of iron ore, apatite, bauxite, silver, and non-metallic minerals, but manganese output declined.

Oil intake rises

India's 5 oil refineries had a crude intake of approximately 130,000 barrels per day, which was expected to increase to 164,000 barrels by the end of 1962. Imports of refined oil products increased substantially above the previous quarter, as petroleum consumption increased 10% over 1961.

Burmah-Shell and Esso Standard Eastern, 2 of the private refineries, were granted permission to operate their refineries at maximum capacity due to their willingness to convert themselves into rupee companies with participation by the Indian public.

Investment approvals accelerated

The Government which took office in April following the general election made greater efforts to accelerate approval of foreign collaboration agreements. During the first half of 1962, a total of 259 cases (68 American) involving foreign technical or equity participation were approved, compared with 402 cases (88 American) for the whole of 1961. No new policy pronouncements on the entry of private foreign capital emerged.

The overall index of wholesale commodity prices (1952-53=100) increased from 124 in March to 127 in June. The increase was primarily due to higher rice prices in West Bengal; the index for food articles increased appreciably from 119 in March to 124 in June.

The consumer price index (1949=100) declined from 128 in January to 127 in February where it remained in March and April, the latest months for which data were available.

India's food position during the second quarter of 1962 continued to be generally satisfactory regarding both availability and prices. Total output of foodgrains and pulses in 1961-62 was about a million tons more than the previous high of 80.5 million tons in 1960-61.

First television station recommended for Turkey

Turkey's first television station may soon be established in Ankara, according to information furnished by the Ministry of Press-Broadcasting.

Recommendations for establishment of the station in Ankara were made by a group of experts representing the German Technical Aid Fund through which the project will be financed. It is expected that these recommendations will be approved and that the Ankara station will be followed by the erection of stations at Istanbul and Izmir.

Philips Corp. has submitted a proposal to the Turkish Government, according to the Turkish press. The Dutch corporation has offered to produce low-cost receivers to be sold at TL 1,000 to 1,500 ($111-$165) each.

Philip's offer also stipulates the production of 5,000 sets in the next 6 months.

Total June exports slip slightly below May levels

June exports of domestic U.S. merchandise and reexports of foreign goods dipped a little over $2 million from May levels to $1,970 million.

These seasonally unadjusted figures reflect declines in shipments to Western Europe and Canada, which were largely offset by increased exports to Latin America and the rest of the world.

Sales to Western Europe fell $22 million to $670.7 million and Canadian shipments dropped $7 million to $402 million, while our Latin trade picked up by $9 million to $299.7 and sales to the rest of the world rose $18 million to $598 million.

As reported last week, exports of domestically manufactured merchandise were actually a little better than during May, but a fall in reexports of foreign goods more than cancelled out the domestic gain.

U.S. aluminum sales well ahead of 1961

Scrap exports are only category lagging behind last year's showing

U.S. exports of crude aluminum and semifabricated shapes in June 1962 were higher than in May and the 6-month totals were generally well ahead of last year.

Exports of crude aluminum in June 1962 were 20.6 million pounds, up from 19.4 million in May. The 6-month total was 145.2 million pounds, compared with 139.8 million in 1961. The largest buyers were the United Kingdom (33.4 million), West Germany (16.1 million), India (14.1 million), Australia (11.1 million), and Yugoslavia (10.9 million).

Aluminum semifabricated exports were 12.6 million pounds in June 1962, almost doubling May's 6.7 million. The 6-month total was 55.7 million, compared with 28.5 million in 1961.

Sales to India skyrocket

The biggest increase was in exports of rods and bars to India. In the first half of 1962, about 12.9 million pounds were shipped, compared with only 26,000 pounds in all of 1961.

Aluminum scrap exports in June 1962 were 11.9 million pounds, up from 10 million in May. The 6-month total was 69.8 million, however, down from 90.7 million in 1961.

Imports of crude aluminum in June were 65.9 million pounds, up from 61.9 million in May. The 6-month total was 271.6 million, compared with 162.9 million in 1961. Imports in 1962 have increased from each of the principal supplying countries. In the first half of 1962, Canada supplied 179.2 million pounds, Norway 45.6 million, and France 35.5 million.

Imports of aluminum semifabricated shapes were about the same in June as in May, 12.9 million pounds compared with 13.1 million. The 6-month total, however, was substantially greater, 72.6 million compared to 49.3 million in 1961.

INDIAN COAL WASHERY ACTIVE

India's Government-owned coal washery at Bhojudih, Bihar State, which started operations in July, is to reach full capacity of 4,000 tons daily by September and have an annual output of 1.2 million tons of washed coal.

ARCTIC BLANKET: Snow hampered spillway construction at Northern Finland's Juukoski hydroelectric plant, only 20 miles south of the Arctic Circle. A recent $25 million World Bank loan will help the Finns expand power facilities at the other end of the country, near the Baltic Sea. (World Bank Photo)

Finns get $25 million World Bank power loan

Will help expand both public and private power plants; industrial demand is rising at the rate of 9% per year

The World Bank has loaned the equivalent of $25 million to help finance a 303,000-kilowatt increase in Finland's thermal generating capacity through expansion of power plants in Helsinki and Turku, and the construction of a new plant at Kotka. All 3 projects are on the southern coast of Finland.

The loan was made to the Mortgage Bank of Finland Oy, a subsidiary of the Bank of Finland, established in 1956 to serve principally as a channel for World Bank loans. The Mortgage Bank will relend the proceeds of the loan to the agencies carrying out the projects as follows: $12 million to Imatran Voima Oy, a publicly-owned power company; $5 million to the City of Helsinki; and, $8 million to Kotkan Hoyryvoima Oy, a privately-owned power company.

Finland's generating capacity at the end of 1961 totaled 2.9 million kw. and the transmission system consisted of nearly 4,400 miles of high tension lines. The wood-products industry uses between 45 and 50% of the total power available.

The demand for power increased at an annual average rate of 10% during the 1950's. Between now and 1970, growth in demand is expected to average 9% annually and the power industry is planning to increase capacity by 865,000 kilowatts, about half of which will be thermal.

Largest in Finland

Imatran Voima Oy is the largest electric utility company in Finland. It sells power wholesale to industrial consumers and to distributors, and its sales represent about a third of Finland's total consumption of electricity. Bank funds will assist in financing the addition of a second 133,000-kilowatt unit at Imatran Voima's Naantali thermal plant near Turku in southwest Finland, the construction of 142 miles of new transmission lines and expansion of substation capacity.

At Helsinki, the city's Power Administration will add a 90,000-kilowatt generating unit to its Hanassari 75,000-kilowatt thermal plant in the city's port area, and expand its distribution system. Helsinki, with a population of 450,000, is the main administrative and business center of the country. It also has substantial industrial activity and the Helsinki Power Department supplies power to shipyards, electrical and mechanical manufacturers, food processors and a variety of light industries. In 1961 commercial and industrial consumers accounted for more than half of the Administration's total sales of power.

The Kotkan Hoyryvoima Oy was established in January 1962 to construct and operate power plants for its shareholders. Three of its 5 owners are among the largest industrial companies in Finland; they produce pulp and paper products, textiles, heavy machinery, glass products and plastics. The company's new plant will be located in Kotka, and will be equipped initially with an 80,000-kilowatt generator; provision will be made for future expansion.

The total cost of the three projects is estimated at $53.5 million. The Bank loan will cover $25 million of the total and the companies will finance the balance from their own funds and local borrowings.

Australia plans deficit to stimulate expansion

The Australian Government has provided for an estimated cash deficit of $265 million in its recently announced 1962-63 Budget, compared with an actual deficit in 1961-62 of $60 million. The Commonwealth Treasurer said the deficit signified the Government's determination to pursue its expansionary program until the economy was operating at the highest level of activity the country could hope to sustain.

The Budget does not include any changes in the rates of personal, company, or indirect taxation, and all forms of social service benefits also remain unaltered. It does, however, maintain the 5% reduction in personal income tax and sales tax reductions announced last February to stimulate the economy. The Budget provides for a record total expenditure of more than $4.68 billion, about $225 million above the actual expenditure in the financial year ended June 30, 1962.

FRENCH BLAST FURNACES

France reportedly leads in the practical application of injection of light or heavy oil into blast furnaces. Ten blast furnaces already have been equipped for oil injection, 5 of them in cooperation with Esso Standard.

Storage battery trade of U.S. up in first quarter

Imports rise substantially as exports level off

U.S. exports of storage batteries dipped 1.3% in the first quarter of 1962, compared to 1961. Offsetting the 6.5% increase in exports of lead-acid type batteries was a 16.2% drop in shipments of electric storage batteries, U.S. Bureau of the Census figures show. Imports, meanwhile, made a substantial gain.

Storage battery exports totaled $1,078,690 in the first quarter of 1962, compared to $1,091,904 for 1961. At the same time, imports into the U.S. rose from $302,295 in the 1961 period to $859,588.

Latin America, the principal market for U.S. exports of lead-acid type batteries, took 20% of the total value of $768,056. Shipments to Europe increased from 10.7% in 1961 to 18.3% in 1962. The market growth resulted from the major $141,694 value in shipments to Belgium and Luxembourg.

The Republic of the Congo was another major purchaser of lead-acid type batteries, with shipments valued at $63,205.

Overseas shipments of electric storage batteries, primarily for industrial use, fell 16.2% to a $310,634 value. Latin America took 36% of total U.S. sales. Leading consumer nations in the first quarter were Canada, Peru and Chile.

U.S. imports of lead-acid type batteries reached $198,611 in the first 3 months of 1962, compared to a total value of $103,756 in the corresponding 1961 period. Canada, with 43.4% of the 1962 total, was the largest shipper.

Imports of industrial-type batteries climbed from $198,539 in the first quarter 1961 to $660,977 in 1962, with 3 European countries the lead suppliers—France, Sweden and Germany.

Colombia invites bids for 400 transformers

The Bogotá Electric Co. is inviting bids until Sept. 26 for 400 transformers, 3-ph., 11,400/250-150 v., with varying capacities from 10 to 450 kv.-a.

Specifications may be obtained from Ingetec, Ltda., Carrera 9 16-51, Bogotá, Colombia, for $60.

Sweden offers market for electronics despite active domestic industry

Rising demand for electronic products predicted although radio, TV receiver market is saturated

Sweden continues as an export market for electronic products. Current consumption of electronic products totals about $150 million a year and domestic output about $50 million a year, the U.S. Embassy in Stockholm reports.

Sources in the Swedish electronics industry predict that consumption will continue to increase during the 1960's. Domestic production is also expected to increase but not enough to reduce imports significantly.

Sweden will probably continue to rely on its European suppliers for commercial radio and TV transmission equipment and for some electronic transmission equipment for telephony and telegraphy. Domestic suppliers are expected to continue to provide the major share of Sweden's needs for 2-way radio equipment and medical electronic equipment.

Swedish military spending for electronic equipment is estimated to be about $40 million a year and is increasing at about a 10% rate annually. Industry sources believe that about 50% of these expenditures are for imported equipment but expect the proportion to decrease as domestic suppliers provide a wider product range.

Household Radio and TV. The Swedish market for radio and television receivers is apparently reaching a saturation point with retail sales on the downgrade. Present sales are about $70 million a year, of which imports account for about $20 million. The U.S. share of this market has been insignificant and is not believed likely to increase.

Electron Tubes. The market for electron tubes is decreasing as wider use is made of semiconductors. About $16 million worth of tubes were used in 1960 with a decline to $10 million expected by 1966.

About three-fourths of Sweden's needs are met by imports, which in 1961 totaled about $13 million.

Semiconductors. The Swedish market for semiconductors increased from about $1.7 million in 1959 to about $4.6 million in 1961 with a continued rise expected.

In 1961, imports of crystal diodes, crystal triodes and transistors totaled $4.1 million, of which imports from the U.S. totaled $1.7 million.

Commercial, industrial and military. American-produced electronic testing and measuring apparatus hold first place in the Swedish market although competition from Germany is strong. About 30% of this apparatus is purchased by the military.

In 1961, imports of test equipment totaled $12.3 million, of which $4.1 million worth came from the United States, $4 million from the Federal Republic of Germany, and $3.2 million from the United Kingdom. According to reliable industry sources, American equipment in this category is competitively priced and technically superior to European products.

The industrial and military market is varied. Besides components other than tubes and semiconductors, radio and television transmission equipment, two-way radio-transmission equipment, radar, and a wide range of electronic testing apparatus are in demand.

All automatic telephone exchanges and most electronic telegraphy transmission equipment, with a consumption of about $25 million a year, are made in Sweden.

The bulk of yearly military spending goes for communications and radar equipment and related testing devices.

A large new contract for an integrated early-warning radar system was recently awarded to a Swedish subsidiary of an American firm. The new radar system will not rely on imported equipment, a company official said.

Indonesian firm planning purchase of various plants

The N.V. Baturiti Co. of Djakarta wishes to purchase complete plants of the minimum economic size in one or more of the following fields:

Nuts and bolts (including scrap melting), collapsible tubes, paper from rice straw, corn milling.

Interested firms should send catalogs, prices, and specifications by air to the Commercial Section, American Embassy Djakarta, Department of State, Washington 25, D.C.

AID eases terms for paying part of private survey costs

Payment will now be made on a "pay as you go" basis; Agency will pay up to half of total allowable cost

U.S. firms studying investment opportunities abroad will now be reimbursed on a "pay as you go" basis under a new policy of the Agency for International Development (AID). The definition of allowable costs has also been liberalized to include reasonable indirect expenses involved in the survey.

Under the terms of the investment survey program, AID pays prospective investors up to 50% of the allowable costs of approved surveys. Congress has authorized up to $2 million for this purpose during the current fiscal year.

Investment surveys are professionally acceptable studies of specific investment opportunities. They may be made either by the prospective investor or by a qualified independent contractor engaged by the prospective investor. These surveys are designed to explore and analyze the economic and technical feasibility of the proposed investment.

Typically, investment surveys include analysis of market potential; plant location; raw material availability; labor supply; availability of qualified personnel; engineering feasibility; profitability and other financial considerations and potential contribution of the investment to host country's economy.

For the purpose of this program, eligible investment surveys do not include surveys of extraction opportunities.

Prospective investors eligible to participate in the AID investment survey program are persons who are citizens of the U.S. or any corporation, partnership and other association substantially beneficially owned by U.S. citizens.

AID will participate in the financing of investment surveys if there is a reasonable prospect that the survey will result in an investment; the investment contributes to the achievement of AID's objectives; and the investment is consistent with the host country's development program.

AID will normally participate in the financing of investment surveys on the following basis:

❶ AID will undertake to pay the prospective investor an amount not to exceed 50% of the total allowable cost of an approved investment survey, as defined in the investment survey grant document. Total allowable cost, which may include both dollar and local currency expenditures, will usually include salaries of personnel at their normal rate of pay for the time spent on the survey, expenditures for subsistence, travel, communications and, as agreed, those indirect costs which are allocable to the survey.

❷ As a general rule, payment will be made after the survey is completed. If appropriate, however, provision will be made in the grant document for interim payments, subject to refund by the grantee to AID.

❸ The grant document will provide an appropriate period of time after completion of the survey for the investor to decide whether to invest.

❹ If within the agreed period of time the decision is made to proceed with the investment, the costs will not be shared by AID and the prospective investor will reimburse any AID funds.

❺ If within the agreed period of time the potential investor has decided not to invest, or has not decided to invest by the end of the period, he shall provide AID with copies of a professionally acceptable survey which becomes the property of the U.S. Government. In such event, AID shall have access to and obtain copies of relevant underlying correspondence, memoranda, working papers, documents and other materials gathered in connection with the survey. AID may then utilize the survey.

❻ No fee will be charged for AID participation.

In exceptional cases, where in the judgment of AID the making of such a survey is of particular importance to the AID program, the terms of AID participation may omit the requirement for reimbursement if the prospective investor proceeds with the investment. An example would be when a field mission has identified an area of investment as desirable within the framework of a country or regional program and when AID in Washington has solicited the interest of the potential U.S. investor.

PROCEDURES

Applications for AID participation in investment surveys (4 copies) should be addressed to the Office of Development Finance and Private Enterprise, Agency for International Development, Washington 25, D.C. Such applications should include the following information:

1. **Name, address and description of applicant.**
2. **Description of projected investment.**
3. **Scope of survey and estimated cost.**
4. **Names and qualifications of persons who will conduct survey.**
5. **Proposed plans including financial plans for the implementation of the investment project.**
6. **Proposed time schedule, including date by which investment decision will be made.**
7. **To the extent known, relationship of investment project to the overall economy and development program of the host country.**

The Office of Development Finance and Private Enterprise will forward all applications to the appropriate regional bureau for review and analysis, and (after consultation with the mission), for a decision as to the granting of the application.

U.S. and Canada to discuss softwood lumber problem

In view of the present and future problems confronting the North American softwood lumber industry and the program announced by the President on July 26 to assist the domestic industry, the U.S. and Canadian Governments have agreed to initiate discussions on this subject at Ottawa on August 27.

The U.S. delegation will be composed of G. Griffith Johnson, Assistant Secretary of State for Economic Affairs, Chairman; John A. Carver, Jr., Assistant Secretary of the Interior; and Jack N. Behrman, Assistant Secretary of Commerce for International Affairs.

$40 million Alliance loan goes to help Chilean development

Plan envisions 5.5% annual economic growth rate; Chile is one of only 3 nations to submit national development program under Alliance

Power plants, highways, schools, houses and hospitals will be built in Chile under a recent Alliance for Progress agreement calling for a $40 million loan.

The loan is being made to Chile's Corporacion de Fomento de la Produccion (CORFO), the nation's economic development agency. CORFO will use the loan to help finance economic development projects in such fields as electric power, transportation and irrigation and social development projects such as housing, school and hospital building, water and sanitary works.

Some of the funds, which are being made available by the U.S. Agency for International Development (AID), also are to be used for credit to private industrial and agricultural enterprises.

All goods and services imported with dollar funds provided under the terms of this agreement will be procured in the U.S.

CORFO was founded in 1939 and since that time has built up a record of successful economic development activity. It is responsible for launching Chile's steel, petroleum and sugar industries and for building up a strong power grid. CORFO also has helped finance a large number of private companies in agriculture, mining and industry.

It has also been responsible for drawing up Chile's 10-year national development plan, under which Chile is seeking an annual growth rate of 5.5% and the creation of a favorable climate for private investment through basic development projects which make private investment attractive. Chile is 1 of 3 countries which so far have submitted the national development programs recommended under the Alliance for Progress Charter.

CORFO will contract with a U.S. consulting firm to review individual loan projects and assist in the administration of the loan funds. Together with the consultants, CORFO will screen and approve applications for loans under $100,000, while credits greater than $100,000 will be approved by AID in Washington after having been screened in Chile.

Tariff commission slates hearing on lumber imports

The Tariff Commission has scheduled an October 2 public hearing as part of its investigation to determine if sawed spruce, fir, pine, hemlock, or larch lumber and timber are being imported into the U.S. in quantities as to cause or threaten serious injury to the domestic lumber industry.

The hearing will be held at 10 a.m. in the hearing room of the Tariff Commission Building, 8th and E Streets, NW., Washington, D.C.

Parties desiring to be heard should notify the Secretary of the Commission, in writing, at least 5 days before the hearing.

The application filed in this case is available for public inspection at the Tariff Commission's Washington headquarters and at the New York office in Room 437 of the Customhouse, where it may be read and copied by interested persons.

SHIPMENTS TO CUBA

The Miami Field office of the Department of Commerce advises that Cuban Custom authorities are not permitting the entry into Cuba of pharmaceutical products and or medicines that are not contained in their original laboratory packing with the laboratory label describing their contents. Prescription drugs made up by pharmacists, and medicines in loose forms which are included in gift packages, are being seized by Cuban customs.

POSTAL NOTES:

Effective January 1, 1963, the minimum size of postal union mail articles addressed for delivery in other countries will be increased from 4 x 2¾ inches to 4¼ x 3 inches. This limitation is being applied so that outgoing international mail articles will conform to the minimum size limit prescribed for domestic mail beginning Jan. 1, 1963.

Alliance lends $5.3 million for Guatemala housing

Will help build 5,260 low-cost units; with IDB's Social Trust Fund loan; most procurement should be in U.S.

The Alliance for Progress has loaned Guatemala $5.3 million through the Inter-American Development Bank's (IDB) Social Progress Trust Fund for construction of 5,260 housing units for low-income families.

The Social Progress Trust Fund, which the IDB administers, consists of $394 million of the $500 million fund established by the U.S. last year to promote social development in Latin America through the Alliance for Progress.

Most of the materials and services required for this project are expected to be provided by U.S. firms, as is usually the case with IDB loans.

The loan was made to the central bank of Guatemala, which will relend $3.08 million to the Interamerican Cooperative Housing Institute to build 3,260 units.

A total of $2.12 million will be relent to the Caja Central de Ahorro y Prestamo, a new agency in the process of being created, for housing construction credits to savings and loan activities for the additional 2,000 units.

Technical assistance

The remaining $100,000 will be used for a technical assistance program to help create and organize the savings and loan systems and to improve the institute's operations.

The Trust Fund loan will finance 48.5% of the $10.7 million cost of the 2-year project. The remainder will be financed by the Guatemalan Government, the beneficiaries, and the savings and loan associations.

Only families whose income range from $40 to $140 monthly will be eligible to purchase homes under the program. Houses will be sold on terms as long as 25 years and at an interest rate which may not exceed 8% annualy.

The Trust Fund loan will help solve a serious housing shortage in Guatemala. Recent estimates indicate that approximately 50% of the country's population is living in substandard conditions.

Portugal gets $55 million loan for Tagus Bridge

Span will be longest suspension structure in Europe: 3,323 feet; U.S. Steel to be chief supplier

The Government of Portugal has received a $55 million loan from the Export-Import Bank of Washington to purchase U.S. materials, equipment and services for construction of a bridge across the Tagus River at Lisbon.

A major construction project several years in planning and design phases, the Tagus River Bridge will greatly enhance communications for the Lisbon area's 2 million people.

Engineering problems presented by the bridge site were solved with a design similar to the San Francisco-Oakland Bay Bridge in California and the Mackinac Straits Bridge in Michigan. The Tagus Bridge will be the longest suspension structure in Europe, 3,323 feet. One pier will be sunk to a record depth of 260 feet, and vertical clearance of the central span is 230 feet. Total cost of the bridge is set at $75 million.

A group of U.S. firms will participate in the project, with the U.S. Steel Export Company as prime contractor. The Morrison-Knudsen Company of Boise, Idaho, will construct foundations and piers for the bridge. Other companies associated with the project are the American Bridge Division of the U.S. Steel Corporation, D. B. Steinman, Consulting Engineer, New York City and the Tudor Engineering Company of San Francisco.

Mobilization of U.S. materials and equipment and work forces in Portugal is already under way. About 3000 tons of steel has been shipped for the building of caissons and piers. An estimated total of 80,000 tons of steel will be used.

IDB signs economic accord with Central American bank

The Inter-American Development Bank (IDB) has announced the signing of an agreement with the Central American Bank for Economic Integration calling for close and constant cooperation between both institutions.

The agreement was signed in Managua, Nicaragua, by the heads of both institutions: Felipe Herrera, the President of the Inter-American Bank and Enrique Delgado, President of the Central American Bank.

The agreement aims at coordinating the activities of both banks to promote the economic and social development of the Central American countries and accelerate programs fostering their economic integration within the framework of the Central American Common Market.

London Agriculture exhibit to feature on-the-spot sales

More than 350,000 consumers are expected to attend the U.S. Department of Agriculture's market production exhibit planned for the British Food Fair in London August 28 to September 12. Biggest feature of the exhibit will be test selling in a supermarket where products of 115 American food processing and distribution firms will offer British consumers a wide selection of typical U.S. processed foods.

The display will include demonstration and sampling of canned and precooked poultry; nonfat dry milk; rice; fresh, canned and dried fruits; soybean products; lard; honey and a variety of the newest convenience foods.

Six nations buy $41 million in surplus farm products

Six countries have recently agreed to purchase a total of more than $41 million in surplus agricultural products under the PL480 program. More than $36 million worth of cotton ordered by 4 countries makes up the bulk of products.

Indonesia will buy $17 million in upland cotton; Korea has contracted for 70,500 bales of upland cotton valued at $10.99 million; the Philippines will purchase 45,000 bales priced at slightly more than $7 million; and, Ethiopia will buy 9,200 bales costing $1.4 million.

Contracts for supplying the Indonesian purchase must be made before May 31, 1963 in order to be eligible for financing under the program, and delivery must be completed before June 30, 1963. Contracts for the other orders must be made before November 30, 1962, with delivery before the end of the year.

Ceylon has agreed to buy about 50,000 metric tons of wheat and wheat flour priced at $3.9 million. Contracts must be made before November 30, 1962, with delivery before the end of the year.

Finally, Uruguay agreed to purchase $1.4 million worth of tobacco. No contract or delivery dates have been mentioned.

U.S. firms fill more than $19 million in AID-related orders during July

Total AID-financed procurement for first 7 months of 1962 passes $130 million mark; all sections benefit

American business firms filled $19,633,611 worth of overseas orders resulting directly from the U.S. foreign assistance program during July, according to the Agency for International Development (AID).

The sales are financed through development loans or grants to emerging nations of the world where the American foreign aid program is concentrated. The purchases, by private importers or governments in those countries, were made from suppliers in all parts of the U.S.

The Agency's summary reflects bank reports on letters of credit for transactions financed under U.S. economic assistance and development loans in aided countries. Agency officials point out that the total is on the conservative side since the initial bank reports include only letters of credit exceeding $10,000.

Addition of the July figure places the total of AID-financed foreign procurement in the U.S. during the first 7 months of this year at $130,975,272.

The sales totals for American-produced goods and commodities are separate from other funds which U.S. firms and institutions received for services and technical assistance under the aid program. Value of service contracts awarded to American contractors totaled $5,312,023 during July and $56,605,817 for the 7-month period.

Because U.S. assistance agreements provide that American firms and institutions have an opportunity to receive supply or service contracts in the overseas areas, approximately two-thirds of the foreign aid dollar returns to the U.S.

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Calendar *for international traders*

August

27-30—43rd Annual Meeting, American Society of Assn. Executives, Mayflower Hotel, **Washington, D.C.**

30—Farm and Home Week, Clemson College, **Clemson, S.C.** Theme: "Foreign Markets for Farm Products," "Export Potential for Poultry Products."

September

5—Executive Program in Business Administration, Arden House, Columbia University, **New York, N.Y.**

5—Conference on Developing and Expanding Export Business, Student Center, Colorado State University, **Fort Collins, Colo.** Sponsors: Colorado State University; Colorado State Chamber of Commerce; Denver Export Expansion Council; U.S. Small Business Administration; U.S. Department of Commerce.

8-16—Fifth International Food Congress and Exhibition, New York Coliseum, **New York, N.Y.**

10—Bay City Export Seminar, **Bay City, Tex.** Sponsor: Bay City Chamber of Commerce.

11—Victoria Export Seminar, **Victoria, Tex.** Sponsor: Victoria Chamber of Commerce.

11—Luncheon Meeting, Cincinnati Assn. of Credit Management, Foreign Credit Chapter, **Cincinnati, Ohio.**

12—International Trade Seminar, **Oklahoma City, Okla.** Sponsor: Oklahoma City International Trade Club.

13—Coosa Valley Export Training Seminar, Coosa County Country Club, **Rome, Ga.** Sponsors: Rome-Floyd County Chamber of Commerce; Coosa Valley Area Planning and Development Commission; U.S. Small Business Administration; Atlanta Regional Export Expansion Council; U.S. Department of Commerce.

13—Export Expansion Workshop, **Fort Worth, Texas.** Sponsor: First National Bank of Fort Worth.

13—First meeting of newly-formed Lehigh Valley Foreign Trade Club, Bethlehem Club, **Bethlehem, Pa.**

14—World Trade Seminar for Government Employees, Benjamin Franklin Hotel, **Philadelphia, Pa.** Sponsors: U.S. Civil Service Commission, Philadelphia Federal Executives Assn.

15-18—National Assn. of Furniture Manufacturers Fair, Conrad Hilton Hotel. **Chicago, Ill.**

15-19—42nd Annual Convention and Trade Show, National Tire Dealers and Retreaders Assn., Kiel Auditorium, **St. Louis, Mo.**

15-23—Eastern States Exposition, **West Springfield, Mass.**

17—Meeting and showing of film "The Trade Fair Story," Lincolnwood Men's Club, **Lincolnwood, Ill.**

18—Export Seminar, Bradley University, **Peoria, Ill.** Sponsors: Illinois Committee on Trade Expansion, Central Illinois Industrial Assn.

19-26—Annual Convention, National Assn. of Insurance Agents, Sheraton Park Hotel, **Washington, D.C.**

20—Annual Dinner and Award Presentation, Foreign Traders Assn. of Philadelphia, Inc. Sheraton Hotel, **Philadelphia, Pa.** Commerce Speaker: Secretary Luther H. Hodges.

21—Executives Export Trade Program (First of 10 Sessions), University of Houston, **Houston, Texas.** Sponsors: University of Houston, Distributive Education Branch; U.S. Small Business Administration; Houston Field Office of U.S. Department of Commerce.

21-30—8th Annual Houston International Trade and Travel Fair, Sam Houston Coliseum, **Houston, Tex.**

22-29—State Fair of Oklahoma, **Oklahoma City, Oklahoma.**

25—Export Trade Seminar, (Opening Session of 10 Week Course), Southern Methodist University, **Dallas, Tex.** Sponsors: Southern Methodist University; U.S. Small Business Administration; U.S. Department of Health, Education, and Welfare; U.S. Department of Commerce.

25—World Trade and Marketing Conference, **Albany, New York.** Sponsor: Albany Chamber of Commerce.

25—Second Export Trade Workshop, **Shreveport, La.** Sponsors: Shreveport Chamber of Commerce; U.S. Department of Commerce; U.S. Small Business Administration; Regional Export Expansion Council.

25—Foreign Trade Educational Workshop (First of 7 weekly meetings), Travelers Insurance Building, **Boston, Mass.** Sponsors: Office of Distributive Education, Boston Public Schools; Associated Industries of Mass.; International Trade Assn. of New England; Greater Boston Chamber of Commerce; Mass. Dept. of Education; Boston Regional Export Expansion Council; Retail Trade Board; World Trade Center in New England; Smaller Business Assn. of New England; U.S. Small Business Administration; U.S. Department of Commerce.

25—Export Trade Seminar (opening session of 10 week course), Temple University, **Philadelphia, Pa.** Sponsors: Foreign Traders Assn. of Philadelphia, Inc.; U.S. Small Business Administration; U.S. Department of Commerce.

25—Meeting and showing of film "The Trade Fair Story," Franklin Park Rotary Club, **Franklin Park, Ill.**

26—Monthly Luncheon, Miami-Dade County Chamber of Commerce, Du-Pont Plaza Hotel, **Miami, Fla.**

27—Foreign Trade Workshop, **Hilo, Hawaii.** Sponsors: Hawaii Island Chamber of Commerce; U.S. Department of Commerce; U.S. Small Business Administration.

27—Dinner Meeting, World Trade Club of St. Louis, Fred Harvey's Restaurant, **St. Louis, Mo.**

27—World Trade Seminar, **Tulsa, Oklahoma.** Sponsor: World Affairs Committee, Tulsa Chamber of Commerce.

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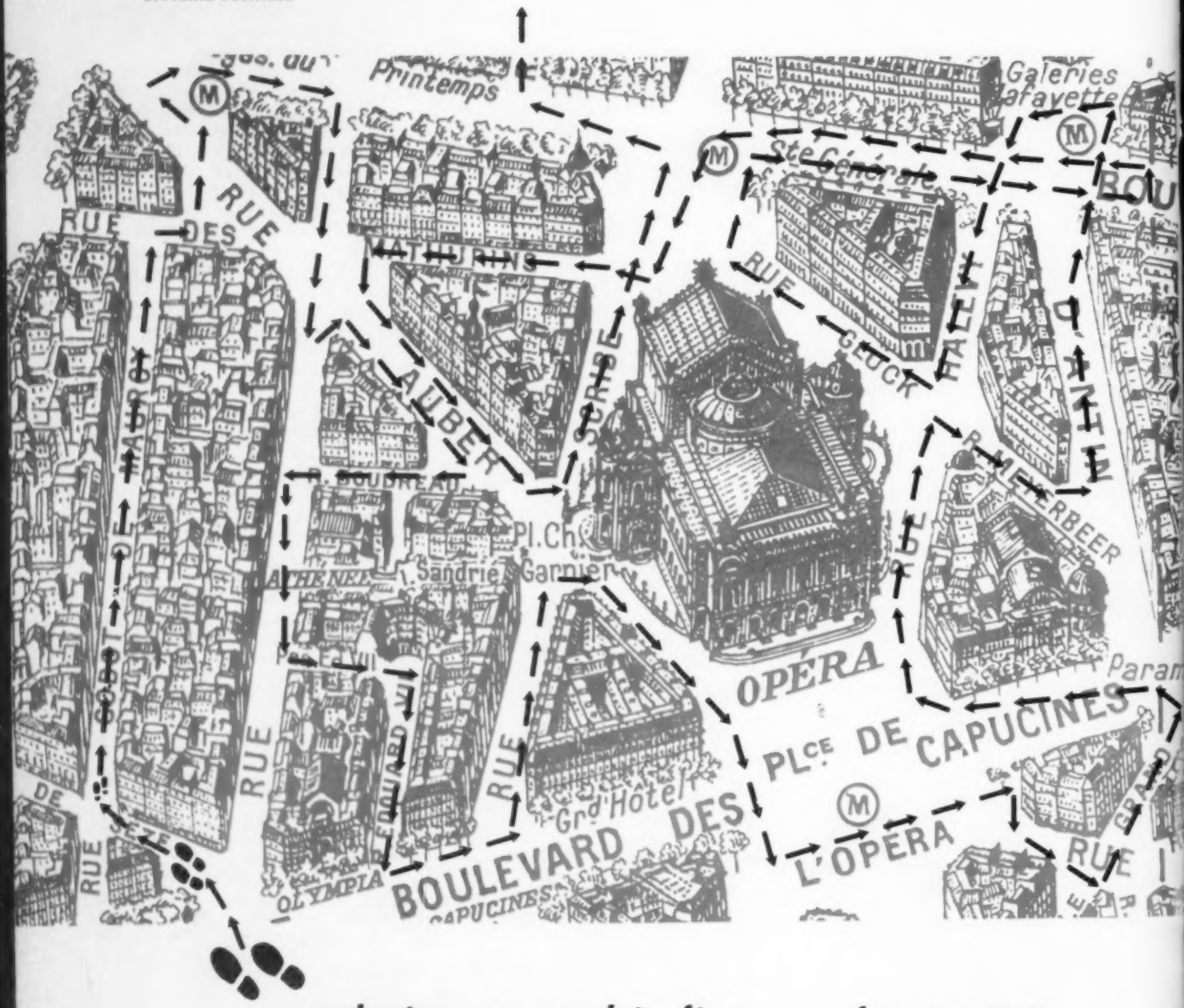

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